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ABSTRACT

This report summarizes the 1991 activities of the Inter-American Foundation (IAF). The IAF is an independent agency of the U.S. Government created in 1969 as an experimental alternative to established U.S. foreign assistance programs benefiting Latin America and the Caribbean. The IAF works to promote equitable, responsive, and participatory approaches to self-help development through awarding grants directly to local organizations throughout the region. Grants are generally awarded for 2 years and average $65,000. Many grants go to grassroots organizations, such as agricultural cooperatives or small enterprises. enterprises. Funding is also provided to larger organizations that provide local groups with credit, technical assistance and specific skills training. The IAF's operating budget for fiscal year 1991 was approximately $29.5 million. This report lists IAF's Board of Directors and Foundation Staff. It also includes: (1) letters from IAF's chairman and president; (2) a 1991 overview; (3) a section describing all grants, and grant supplements over $10,000; (4) profiles over $10,000 including profiles of six projects demonstrating how the foundation responds to local initiatives; (4) a description of the promotes the careers of grassroots development leaders and a listing of development leaders and a listing of the 1991 recipients; (5) a listing of publications and videos; (6) financial and statistical information about IAF; and (7) information on how to apply for a grant. This report also contains a map of IAF's regional offices. (LP)

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1991 IN REVIEW

INTER-AMERICAN FOUNDATION

RC 018723

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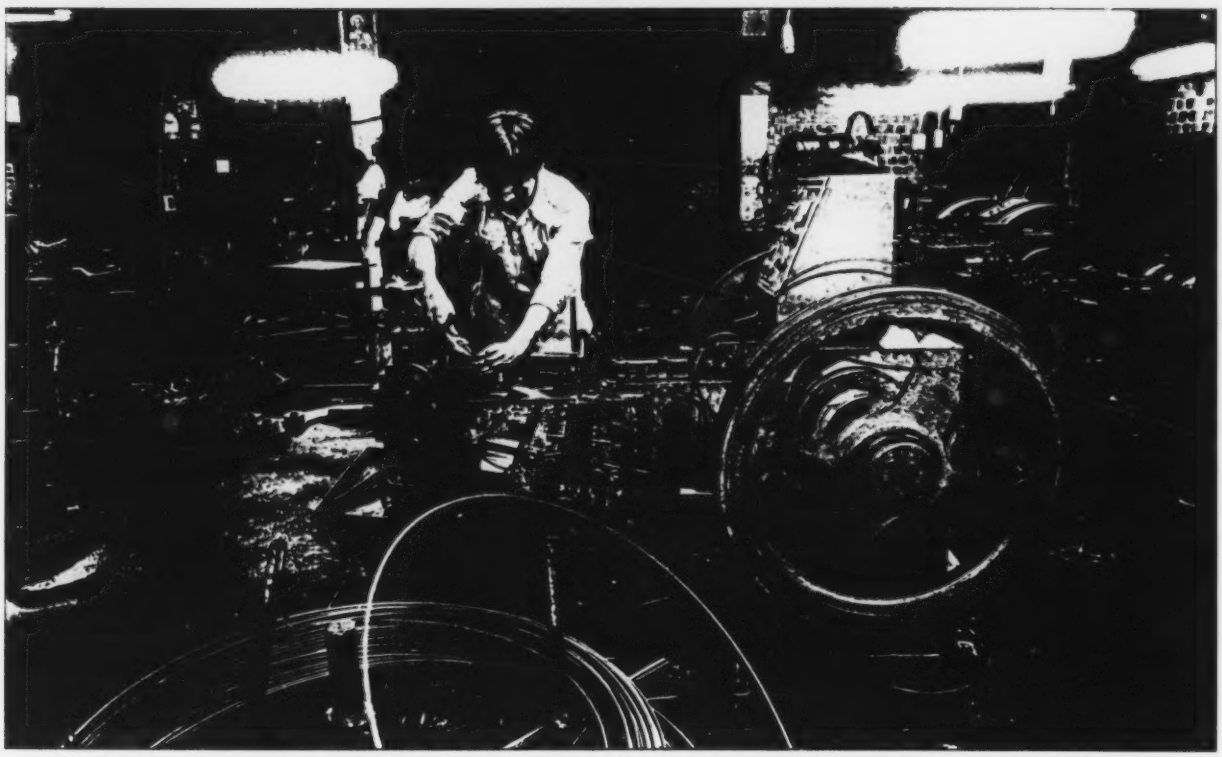
Regional Offices — 1991

Cover photo: *(clockwise from top) A participant in SUR's program to train seasonal farm workers picks grapes in Chile's Aconcagua Valley (Miguel Sayago); two women in Lima, Peru, finish sweaters they will market in their co-op outlet (Miguel Sayago); a worker at the Comaltepec community sawmill in Oaxaca, Mexico, stacks boards from trees cut selectively to sustain local forests (Jorge Acevedo).* Opposite: *Workers in a Lima* microempresa *served by ACP make spools of metal cable (Miguel Sayago).*

Inter-American Foundation

October 1, 1990 to September 30, 1991



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(See inside back cover for information on how to apply for a grant)

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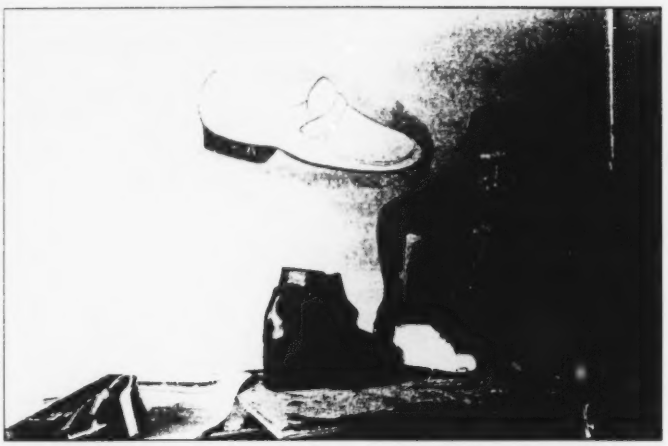
Partners in Development

Miguel Salvago

John Dowell



Miguel Salvago

The Inter-American Foundation (IAF) is an independent agency of the U. S. Government created in 1969 as an experimental alternative to established U.S. foreign assistance programs benefiting Latin America and the Caribbean. The IAF works to promote equitable, responsive, and participatory approaches to self-help development through awarding grants directly to local organizations throughout the region.

Grants are generally awarded for two years and average $65,000. Many grants go to grassroots organizations, such as agricultural cooperatives or small urban enterprises. Others go to larger organizations that provide local groups with credit, technical assistance, training, and marketing services.

The IAF is governed by a nine-person board of directors appointed by the President of the United States. Six members are drawn from the private sector and three from the federal government. The president and chief executive officer of the IAF is appointed by the board.

The Foundation receives funding from Congressional appropriations and from the Social Progress Trust Fund, which is administered by the Inter-American Development Bank. The IAF's operating budget for Fiscal Year 1991 was approximately $29.5 million. Since 1972, the IAF has made 3,307 grants for a total of $338.6 million.

The Foundation's 67 staff members are all based at its office in Arlington, Virginia.

Nongovernmental organizations throughout the hemisphere are helping small-scale producers increase family incomes. Photos: *(clockwise from top) A potter in Boyaca, Colombia, a shoemaker in Lima, Peru, and a marketing specialist from a Bolivian weaving co-op.*

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Steering a Course for the 1990s

I was deeply honored when President Bush appointed me chairman of the board of directors of the Inter-American Foundation in 1989. Since then, the Foundation has moved forward vigorously to reaffirm its mission of promoting self-help development throughout Latin America and the Caribbean. During 1991, the Foundation gained even greater momentum with the selection of Ambassador Bill K. Perrin as its president.

Ambassador Perrin brought outstanding diplomatic and development credentials to the Foundation. He had served with distinction as a U.S. deputy assistant secretary of state, ambassador to Cyprus, Peace Corps regional director for Africa, and Peace Corps country director for Belize and the Eastern Caribbean.

Shortly after his appointment, Ambassador Perrin and I discussed how we could best draw upon the IAF's successes during the past 20 years, while planning for its future. As international events continued to transform the world map, we recognized that the Foundation's approach to development—based upon practical and timely responses to manageable problems—was as relevant to the developing world's needs today as it was 20 years ago. Therefore, I requested that Ambassador Perrin review the IAF's program and formulate a vision-and-goals statement that could serve as its guidepost for this decade and beyond. This statement has been adopted by the IAF board of directors and is highlighted in Ambassador Perrin's remarks.

In 1991, the IAF assumed an active role as a member of the Environment for the Americas Board, working with the U.S. Departments of Treasury and State, the U.S. Agency for International Development, the Environmental Protection Agency, and private sector representatives. The Board is a key component of President Bush's Enterprise for the Americas Initiative. Bilateral environmental framework agreements were successfully negotiated between the United States and Bolivia and Jamaica, setting the stage for the establishment of foundations in both countries to underwrite local, nongovernmental environmental programs that incorporate development needs. I am proud to report that the IAF made a significant contribution to the successful conclusion of these ground-breaking agreements.

In sum, 1991 was a year of transition and consolidation for the Foundation. A new management team assumed responsibility for the IAF's day-to-day operations while reaffirming the vitality of its original vision and goals. I am delighted with the results and believe they augur well for the Foundation's future.

— Frank D. Yturria

Miguel Navarro

At the model farm of Escuela Superior de Educación Integral Rural in Guatemala, seasoned primary-school teachers examine slides to identify and compare crop strains. After their training in agronomy, animal husbandry, nonformal education, and accounting is complete, they will return to their indigenous communities to provide environmentally sound agricultural extension and organize development projects.

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Securing the Foundation for Self-Help Development

As Chairman Yturria has noted in this *Review*, 1991 marked my arrival at the Inter-American Foundation and my return to development work in this hemisphere. On both scores, it was a challenging year.

The greatest challenge was to determine how the IAF can most effectively use its resources to support grassroots development in Latin America and the Caribbean as the region's economic and social institutions experience significant change. Many hours of thought and discussion were devoted to this topic and resulted in the development of a Foundation vision-and-goals statement for the 1990s. During this process, it became clear that the IAF's ultimate goal, and that of other international development agencies, should be to make development assistance unnecessary. My view is that we will have achieved this goal when countries take charge of their own development and become independent of external resources. If they forever remain dependent, we will have failed.

The vision and goals of the IAF build upon its original mandate and 20 years of experience working with nongovernmental organizations (NGOs) to assist the poor in achieving a higher quality of life. Increasingly, NGOs in this hemisphere are being recognized by the international community and their own governments as crucial to their countries' development. The Foundation's vision is that these NGOs will develop the institutional capability and independence needed to make foreign development assistance unnecessary.

This vision is based on the following beliefs: Grassroots development is necessary for lasting social and economic gains in all countries, rich or poor; NGOs have great value as promoters of grassroots development; over time, in-country financial resources can be sufficient for NGOs to become independent of external resources; and finally, if sustained development is to occur, people and organizations at the grassroots level must direct their own development programs and should finance them with in-country resources.

To help make this vision a reality, the Foundation is committed to establishing a vigorous outreach program involving cooperation among IAF grantees, multilateral and bilateral development organizations, the private sector, and government agencies. Through this cooperative effort, the Foundation will be able to reach a broader cross section of the region's people, and help them develop the capacity not only to define but to satisfy their needs.

The Foundation's vision of self-sufficient grassroots development recognizes the evolutionary nature of change. Success will not be achieved quickly nor without resistance. My challenge, and that of the entire Foundation, is to strengthen and support this vision by effectively focusing our limited resources to achieve the greatest impact. We made a promising start in 1991, and will continue our efforts unabated in the year ahead.

Abgail Savage

Following a session in healthcare, a Bolivian child learns craft skills from high school students working to revitalize their barrio through the Centro de Multiservicios Educativos in La Paz.

Clearly the task is enormous, but it can be achieved by emphasizing the same qualities in ourselves that we admire in our grantees: the determination to overcome obstacles, the commitment to find solutions, and the resolve to continue until success is achieved.

Ultimately, our greatest success will be achieved when institutions like the Inter-American Foundation are no longer needed. To that end, we dedicate our efforts.

— Bill K.Perrin

Extending the Foundation's Reach

Fiscal year 1991 was a year of transition for the IAF. In February, Bill K. Perrin was sworn in as the new president, and over the next months he began a process of reorganization and review of the mission and goals of the Foundation. Some of the changes and innovations have been implemented and are discussed here; others are still in their infancy and will take time to be implemented. Continuity and change are the hallmarks of the year, and change is in the direction of extending the Foundation's network and stimulating broader interest in grassroots development.

First Fascell Fellowship Recipients

In August 1991, the president of the IAF announced the first recipients of the Dante B. Fascell Inter-American Fellowship. Three Latin Americans, well known internationally for their innovative work in development, will receive support from the IAF to disseminate information about their successful approaches to audiences across the hemisphere.

The recipients come from Brazil, Peru, and Mexico. The Brazilian, Mary H. Allegretti, founder and president of the Instituto de Estudos Amazónicos, collaborates with rubbertappers and indigenous people to promote both development progress and natural resource conservation in the Amazonian region. Her work began long before their plight had become a symbol of the destruction of the tropical forest and the need for environmentally sustainable development. The second recipient, Antonio Andaluz from Peru, is president of the Instituto Tecnológico Agrario Proterra, a nongovernmental organization (NGO) that assists farmers in the river valleys outside Lima to increase production and protect the city's water sources. The third recipient, Arturo García, is the coordinator of the national organization of small-scale coffee producers in Mexico and secretary of the board of directors of the Unión de Pequeños y Medianos Productores de Café de Centroamerica, México y el Caribe (UPROCAFE), a regional coffee marketing organization of small-scale coffee farmers. García began organizing coffee producers in Mexico 13 years ago; today the movement also includes coconut harvesters and beekeepers.

The Fascell Fellowship Program was named for the Honorable Dante B. Fascell, congressman from Florida since 1955, who drafted the legislation that established the IAF. The new fellowship program was established out of the conviction that supporting the work of dedicated leaders in Latin America and the Caribbean and making their ideas for alleviating poverty better known would benefit the poor and disadvantaged in the hemisphere.

Exclusive Screening by Latin Americans

Responsibility for screening Fascell Fellowship finalists rests solely with Latin Americans and Caribbeans. First the Fascell Fellowship nominators (a group of about 70 citizens from Latin American and Caribbean countries) put forward the names of worthy candidates. Individuals may also apply directly. Then the Review Committee—five Latin American and Caribbean citizens recognized as specialists in grassroots development—evaluates the candidates' proposals, narrowing the field to a half dozen or so finalists. Until the president of the IAF makes the final selection from that short list, the IAF's role in the selection process is simply that of facilitator. This year the Review Committee met in São Paulo, Brazil. The next Fascell competition will be held in 1993.

Miguel Savago

New Fascell fellow Antonio Andaluz heads the Instituto Tecnológico Agrario Proterra, which helps Peruvian farmers like this one boost yields while protecting Lima's water supply.

The Environment and Development

In addition to their dedication to grassroots development, the three Fascell fellows have in common their belief that development cannot be sustainable unless it is environmentally sound. The Foundation shares this belief and has committed

Emma Kadagan

Villagers from Iala'a and Tiahuanaco in Bolivia re-enact a wedding parade at the Smithsonian Institution's Festival of American Folklife in Washington, D.C., as part of a weeklong demonstration in how vital local cultures spur development.

substantial grant funds to ecodevelopment projects. Because of the Foundation's strong interest in the environment, President George Bush asked the president of the IAF to serve on the Environment for the Americas Board, a component of the Enterprise for the Americas Initiative, which is intended to stimulate increased trade and investment between the United States and Latin America and the Caribbean. The Board is responsible for advising President Bush on the negotiation of environmental framework agreements and programs for countries in the region. Representatives of NGOs active in the region serve on the Board, along with four other U.S. executive department and agency heads: the Secretaries of Treasury and State and the administrators of the Agency for International Development and the Environmental Protection Agency.

Outreach Activities

One of the first actions of the IAF's new president was to establish an outreach office within the IAF, charged with the tasks of involving the private sector more in bottom-up development and helping NGOs gain access to local sources of support. The recent collaboration between the IAF and the state-owned enterprise Petroleos de Venezuela, S. A. (PDVSA) provides a model for such outreach activities.

PDVSA, the world's fourth largest oil company, has maintained a $10 million annual program emphasizing charitable donations. Impressed with the results of grassroots projects, PDVSA met with the IAF and local NGOs to learn more about grassroots development methods. In October 1991, PDVSA established a formal working relationship with the IAF whereby PDVSA's staff will receive training from IAF personnel and commit $200,000 annually to jointly support projects with the IAF.

Similarly, in Colombia, Shell Oil's Fundación HOCOL has established a small-projects development fund patterned on the model established by the IAF and the Fundación para la Educación Superior (FES). HOCOL will contribute $100,000 a year for three years and FES will provide counterpart funds of $50,000 a year.

Cultural Expression

During the summer, the Foundation participated in a cultural exchange program that enriched the lives of residents of and visitors to the Washington, D.C., area. Under the aegis of the IAF, representatives from three indigenous Andean grantee organizations participated in the Smithsonian Institution's Festival of American Folklife from June 28 to July 7, 1991. The Andean participants and other indigenous groups from Alaska,

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Mexico, and the Amazon rainforest demonstrated their traditional farming techniques, textile production, crafts, food, dance, music, and ritual ceremonies for the Festival's Native American Program, an innovative museum without walls. The 26 IAF-sponsored participants represented the Antropólogos del Sur Andino in Bolivia, the Comité de Turismo de Taquile in Peru, and a number of Bolivian altiplano communities near Lake Titicaca.

Highlights from the Program Office

The Foundation achieved the highest funding level in its history in fiscal year 1991, approving $29.2 million in grants and other program activities. Of this amount, $26.8 million supported 196 new grants and 217 grant amendments. The remaining funds, $2.4 million, supported the In-Country Support (ICS) program, approximately 9 percent of total funding.

A major goal of the Program Office is to strengthen grassroots support organizations (GSOs) that deliver services to poor community groups. Since demand for GSO services is growing, these organizations require longer-term and larger-scale support for their programs. The Foundation has initiated multiyear financing for such programs.

Funding by programmatic areas in fiscal year 1991 reflects the trends of previous years, with approximately 80 percent of grant funds allocated to food production and agriculture, small enterprise development, and education and training. The remaining 20 percent supported community service programs in housing, healthcare, legal assistance, ecodevelopment, research, and cultural expression. The two pie charts below show in detail how grant funds were allocated and what size grants were awarded.

The Program Office assures support and oversight of projects through contracts with 22 ICS offices. These provide technical assistance to grantees, monitor projects to assure careful stewardship of grant funds, and contribute to the Foundation's learning and dissemination efforts. An in-depth study of the ICS program undertaken in the last half of the fiscal year confirmed the usefulness of ICS services and recommended that the scope of their activities be expanded.

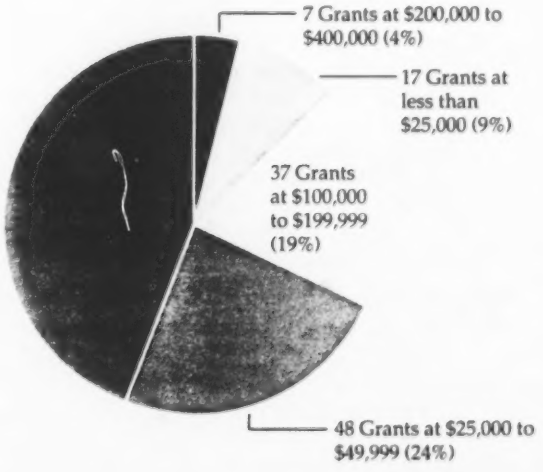
The Program Office encourages grantees to leverage counterpart contributions to Foundation-supported projects. Such contributions assure the continuity of project activities and demonstrate local commitment to development efforts. In 1991, every grant dollar from the IAF was matched by $1.37 in counterpart cash or in-kind donations.

In FY1991, the Foundation provided $654,000 to establish In-Country Funds in six new countries: Belize, Brazil, Chile, Ecuador, Mexico, and Nicaragua. In-Country Funds provide organizations of the rural and urban poor with small grants for short-term needs. These Funds now exist in all countries except the Eastern Caribbean, Uruguay, and Venezuela, where they will be set up during the next fiscal year.

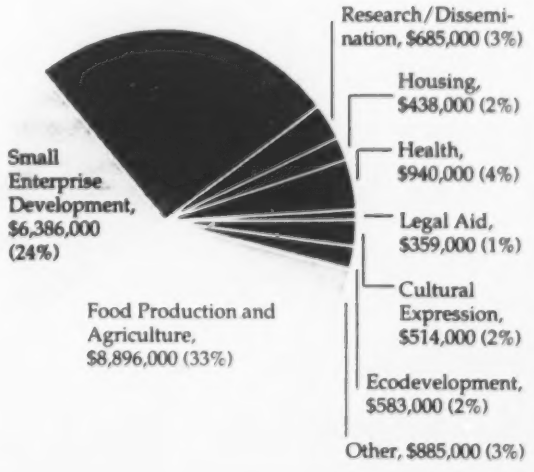
Highlights from the Learning and Dissemination Office

The Learning and Dissemination (L&D) Office is responsible for exploring and articulating what the Foundation has learned from development cooperation. During fiscal year 1991, the work of researchers commissioned by L&D assisted several IAF regional offices. For example, the Mexico office's work with rural producers' associations was enriched by the field research

New Grants by Size FY 1991

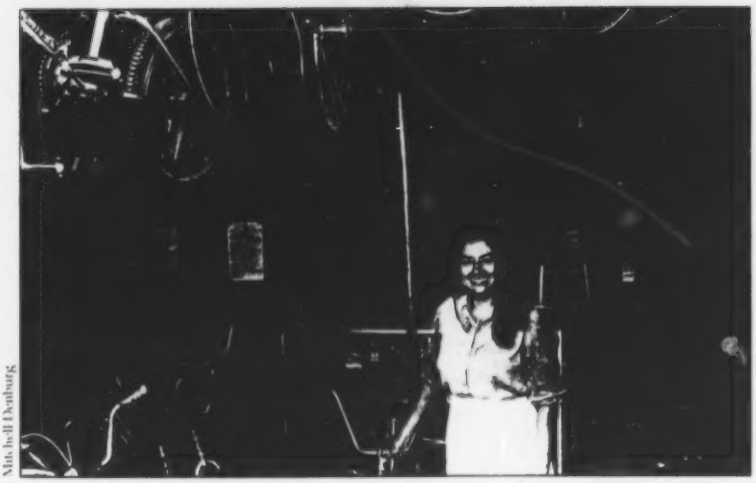


Grant Funds Allocated by Program Area FY 1991



of Jonathan Fox, a former recipient of an IAF doctoral fellowship. His research in Mexico demonstrated new patterns in relationships between peasant organizations and the Mexican state.

Activities of the L&D Office fostered collaboration and information exchange with other development organizations through conferences, panels, and other events. For example, L&D organized and chaired a conference in Mexico entitled "Democratization, NGOs, and Local Government Collaboration" in September, and earlier in the year participated in two panels: one on urban problem solving at the annual Latin American Studies Association meeting in Washington, D.C., in April and the other on peasant producers' organizations at the Congress of Latin-Americanists in New Orleans in July.



Mitchell Denburg

A Colombian microentrepreneur proudly displays the bicycles for sale in her shop. The Fundacion para la Educacion Superior has pioneered new ways of leveraging credit for microbusinesses and community development.

As the fiscal year ended, L&D was completing work on a new video for its grassroots development series. Previous videos have told the story of imaginative projects; this video is built around a theme—the threat to the environment. In response to requests by teachers and discussion leaders from civic groups, the video will focus on the positive steps that can be taken to overcome the hopelessness that many feel when the subject of environmental degradation arises.

The new video is set in Honduras, where representatives of a well-organized environmental network review successful approaches to environmental problems prevalent there and elsewhere in the region. Featured projects include a local group that produces textbooks on environmental education for school children and an advocacy group working to preserve poor people's access to the natural resources of the Gulf of Fonseca. The video will be ready for distribution in 1992.

Research sponsored by the IAF continues to be sought after by commercial and academic publishers. Most recently, Carmelo Mesa-Lago's study of healthcare policy in Latin America and the Caribbean was accepted for publication by the Pan-American Health Organization. And IAF evaluation case studies have been used on an experimental basis as part of course work in several schools, including the Kennedy School of Government at Harvard University.

Two issues of the IAF's journal, *Grassroots Development*, were published in fiscal year 1991, and both the journal and the 1990 IAF report to the public were translated into Spanish and Portuguese. Journal readership in all three language editions expanded by 20 percent and the Portuguese readership by 30 percent over last year. Many articles in the journal attract wide attention. The U.S. Information Agency, for instance, requested permission to circulate Patrick Breslin's thought-provoking article "Democracy in the Rest of the Americas" (*Grassroots Development*, Vol. 15, No. 2) through its offices and posts worldwide.

In addition to awarding the first Fascell Fellowships, L&D awarded a total of 38 grants in the Latin American/Caribbean, Doctoral, and Master's Fellowship Programs during fiscal year 1991. *Inquiry at the Grassroots*, a collection of articles by former doctoral fellows, edited by Charles Reilly and William Glade, is now complete and will be published in fiscal year 1992 in both English and Spanish editions.

New Directions

By the end of the fiscal year, a number of significant changes in the management and administration of the Foundation were ready to be put in place. The current seven geographic offices are being reorganized into four regional offices for smoother, more-efficient operations. The directors of these offices will be full-time managers charged with overseeing grantmaking in their area and the formulation of focused country strategies. In addition, long-range planning will be instituted to make it possible for the IAF to set programmatic priorities based on the individual country strategies.

The new regional directors and the acting vice president for programs have been working closely with the Foundation's senior staff to develop an institutional plan for the 1990s based on 20 years of IAF experience and current reality in Latin America and the Caribbean. The IAF's vision for the 1990s is for Latin American and Caribbean countries to increase their development capabilities and decrease their dependence on external support. This vision is based on the conviction that if development is to become a reality, people and organizations at the grassroots level must take charge of all aspects of their development programs.

1991 Grant Portfolio

Strengthening Local Initiative Through Organization

Miguel Sayago

This section describes all grants, and grant supplements over $10,000, made by the IAF in fiscal year 1991. Six projects are profiled to show how the Foundation responds to local initiatives.

Office for the Andean Region

BOLIVIA

New Grants

Organización Desarrollo y Cambio (ODEC), $15,516 over one year, to edit, publish, and distribute to low-income populations a series of inexpensive educational materials on the agricultural, technological, and cultural knowledge accumulated by Bolivia's indigenous communities. (BO-270)

Centro de Estudios y Capacitación de la Mujer (CECAM), $18,600 over six months, to document the role low-income women from Bolivia's Beni-Pando region play in processing Brazil nuts to help ensure that their economic interests are protected as the government promotes the Brazil nut export trade. (BO-299)

Radio San Gabriel, $99,850 over two years, to provide training to its almost exclusively Aymara Indian staff; and to enable a national organization of Indian language radio announcers to meet and discuss technical aspects of popular educational radio and grassroots development. (BO-325)

Centro de Estudios y Trabajo de la Mujer (CETM), $14,000 over one year, to enable this Cochabamba women's group to improve its learning and dissemination capacity by exchanging information and visiting other women's groups in Bolivia, Peru, and Chile. (BO-364)

Antropólogos del Sur Andino (ASUR), $156,494 over two years, to organize a community enterprise to help develop self-management skills and run a microhydroelectric system to power spinning, dyeing, and hat-making workshops as a means to increase the production of traditional textiles in Oropeza province and raise the incomes of indigenous women. (BO-421)

Centro de Multiservicios Educativos (CEMSE), $50,560 over two years, to conduct a comprehensive educational and applied health care project with primary and high school students and with adults in a low-income urban neighborhood of La Paz, using student volunteers for some of the program's educational activities and benefiting over 2,000 students. (BO-425)

Centro de Investigación y Documentación para el Desarrollo del Beni (CIDDEBENI), $54,715 over one year, to cooperate with indigenous organizations on a conservation, management, and protection project in the Isiboro/Sécure National Park in the Beni region of Bolivia, conducting training programs and studying the park's ecosystem. (BO-432)

Supplemental Grants over $10,000

Radio Loyola, $27,100, to upgrade its radio transmitting capacities to better serve more than 80,000 low-income listeners with educational programming. (BO-133)

Acción Rural Agrícola de Desarrollo Organizado (ARADO), $33,500, to continue providing training, technical assistance, and credit to 300 Aymara families on the Bolivian altiplano in an effort to increase the productivity of their sheep herds. (BO-194)

Taller de Historia Oral Andina (THOA), $76,600, to incorporate traditional Andean knowledge, technology, and cultural values into educational and community development programs by working through rural schoolteachers, radio broadcasters, and nongovernmental organizations. (BO-213)

Instituto Radiofónico Fe y Alegría (IRFA), $76,600, to maintain and improve IRFA's radio programming, educational courses, and organizational work with low-income women in the department of Santa Cruz. (BO-219)

Centro de Investigación Diseño Artesenal y Comercialización Cooperativa (CIDAC), $101,000, to provide training and technical assistance in organization building and small-business management to artisan associations that wish to assume control of stores marketing their handicrafts; and to diversify and expand production and raise incomes. (BO-233)

Centro de Capacitación, $66,000, to conduct training and follow-up for rural indigenous women in project administration, basic accounting, cultural identity, agricultural development, planning techniques, and community leadership that will prepare them to assume leadership roles in local organizations and develop income-generating projects. (BO-243)

Colonia Pirai, $91,900, to support vocational and agricultural skills training for a three-year program for urban and rural youth, and to supervise the work, projects, and employment of graduates once they leave the program. (BO-251)

Servicios Múltiples de Tecnologías Apropiadas (SEMTA), $76,100, to continue its dissemination of appropriate technologies among Bolivia's rural and urban poor, focusing efforts on training, data exchange, and follow-up visits that will reach approximately 2,500 campesinos. (BO-256)

Opposite: *A trainee in agronomy, animal husbandry, and community organization stands in his recently hoed plot at ESEDIR's model farm in Guatemala.*

Centro de Estudios Jurídicos e Investigación Social (CEJIS), $100,740, to conduct training in leadership, teaching, management, and organizing skills among grassroots organizations, women's associations, youth groups, and nongovernmental development organizations in the department of Santa Cruz. (BO-259)

Obras Sociales de Caminos de Acceso Rural (OSCAR), $60,000, to cooperate with peasant-colonist communities in the Alto Beni microregion in building feeder roads based on sound environmental practices and volunteer labor; to carry out an environmental education program; and to provide health services to local communities. (BO-260)

Centro de Mujeres Rurales (CEMUR), $56,700, to continue a program involving organization, training, and small income producing projects for 800 peasant women in the colonization area of Mineros in Santa Cruz. (BO-264)

Fundación para el Desarrollo Integral de Bolivia (FUNDESIB), $27,000, to expand its nonformal training, artisan and agricultural production, and health activities to 14 Mataco villages in the remote Chaco region of Bolivia, benefiting approximately 2,000 more indigenous people. (BO-265)

Centro de Comunicación y Desarrollo Andino (CENDA), $39,270, to continue and expand its agroforestry, literacy, and organization-building program in the Rayqanpampa zone of Cochabamba, combining soil conservation techniques, reforestation, improved potato production, literacy training, and educational radio shows. (BO-280)

Parroquia Tiwanaku, $24,810, to send eight participants to the Native American program of the Smithsonian Institution's American Folklife Festival, where they will demonstrate and explain raised-bed construction, a pre-Columbian technology being reintroduced to peasant farmers in the Lake Titicaca basin. (BO-374)

Antropólogos del Sur Andino (ASUR), $22,348, to send participants to the American Folklife Festival, where weavers, folk dancers, and project staff will show aspects of a grassroots development program that is reviving a weaving tradition and providing economic benefits for low-income Jalq'a ethnic communities. (BO-421)

Miguel Savage

A Bolivian sheepherder, who is profiting from ARADO's efforts to improve fleece quality, gathers sheared wool for baling and marketing.

COLOMBIA

New Grants

Fundación Centro de Investigaciones Económicas (FUCIE), $280,000 over three years, to provide organizational and technical assistance, training, marketing services, and credit to 32 traditional artisan groups and other small businesses, benefiting 500 low-income producers and their families. (CO-435)

Asociación Comunitaria del Suroriente de Bogotá (ACSB), $48,500 over three years, to consolidate this community association of 250 low-income women and expand its educational, training, and income-generating programs to approximately 20 additional barrios, benefiting more than 500 women and their families. (CO-436)

Fundación para la Participación Comunitaria (PARCOMUN), $27,000 over one year, to cooperate with municipal governments, community organizations, and public service agencies in 15 of Colombia's smallest and poorest municipalities on training workshops in community participation techniques. (CO-437)

Corporación SOS Colombia, $160,000 over one year, to promote an educational and civic campaign *Viva la Ciudadanía* involving approximately 8,000 grassroots organizations throughout the country in a far-reaching exercise in citizenship and participatory democracy to accompany the drafting of Colombia's new Constitution. (CO-438)

Acción Campesina Colombiana (ACC), $40,000 over three years, to carry out marketing, leadership, and organizational training seminars in five sisal-growing areas to promote regional producer organizations benefiting 2,000 rural families through joint actions and also by accessing government development funds earmarked for sisal growers and weavers. (CO-439)

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Serving Rural-to-Urban Migrant Workers in Ecuador

Visitors driving around Quito on a Monday morning just before dawn could see a kind of outdoor market never advertised in tourist brochures: *el mercado de trabajo*. In several public parks, thousands of Indian campesinos huddle together in the cold morning air, waiting to be hired out for the week.

The workers are mostly men, but their wives and even their children sometimes accompany them. The men work as unskilled laborers, carrying loads at construction sites or markets. The women sell food or other consumer items, their children sitting beside them on the pavement.

These day laborers are among the poorest of Ecuador's four million Indian campesinos. They are forced by circumstances to leave their home communities to work in cities or on large farms for two to ten months a year to earn cash. They are not homeless, although they may appear to be. It is just that their homes are in rural villages. And they are not jobless; they work every day but are paid only minimum wage or less.

Most of these Indians would prefer to stay in their communities year-round if they could find off-farm employment there to supplement the yields from their tiny plots. The root of their dilemma is that they lack the skills and resources to cope effectively, not in the urban mercado de trabajo, but in their home communities.

To address this problem, the IAF approved in 1991 a $213,200 grant to the Hospedería Campesina "La Tola," a shelter in Quito organized in 1974 by the Salesian Order of the Catholic Church to provide inexpensive lodging and soup-kitchen meals for migrant laborers. The IAF grant supports a three-year program of vocational and organizational training and legal and health services for migrant laborers from 250 campesino communities in Ecuador's highland provinces. Its long-range objective is to reduce the pressure for out-migration by supporting rural development activities and ensuring land and water rights.

This program grew out of earlier attempts to assist displaced Indian workers. Soon after the Hospedería was founded, it mobilized a corps of volunteer professionals to provide medical and dental care in addition to food and lodging. By the early 1980s, the Hospedería had introduced literacy and vocational training, primary education, and courses in basic accounting and hygiene.

In 1981, with the assistance of the IAF, the Hospedería launched a pilot legal aid program focused on resolving problems through a collaborative, rather than an adversarial, approach. The legal aid program helped the Indians to obtain their rights in such matters as salaries, contracts, benefits, and compensation for accidents.

Campesinos embraced the Hospedería's legal aid efforts wholeheartedly, and legal aid has become a permanent part of the Hospedería's program. Over the years, legal aid has gradually shifted its focus from individual cases to ones involving entire communities and groups of workers. In one case, for example, farmers in a highland community regained their rights to local irrigation water and were thus able to nearly double the amount of land under cultivation.

Under the current grant the legal program will be based at the Hospedería and in four provincial towns. Hospedería staff has contacts in all 250 villages through campesinos who have already received help in resolving their legal problems. Vocational training in skills such as carpentry, mechanics, and tailoring will be provided at the Hospedería to approximately 1,800 campesinos. This training is designed to promote local off-farm income generation not urban employability. Organizational training — a long-term effort to build the infrastructure of grassroots organizations — will prepare community groups to manage local development projects. The health services component, which will reach about 1,000 campesinos a year, will provide training in preventive measures, with special attention paid to the current cholera epidemic.

By organizing a multifaceted program to reduce the heavy burden placed on Indians forced to seek work in the mercado de trabajo, the Hospedería has succeeded as virtually no other Ecuadorian grassroots support organization in reaching the poorest of the poor and in mobilizing volunteer professionals to confront critical social and economic problems. (EC-278)

— *Charles D. Kleymeyer*

Asociación Colombiana de Promoción Artesanal (ACPA), $43,400 over 18 months, to produce five videos and accompanying booklets on ACPA's development work with traditional artisans that will serve as instructional tools for other artisan groups and foster widespread appreciation for Colombia's rich cultural heritage. (CO-440)

Grupo de Integración Rural (GIR), $85,000 over two years, to increase agricultural productivity, promote reforestation, and implement fruit-processing and sanitation programs with 2,000 black farmers in the department of Cauca as a way to strengthen the local economy, upgrade nutritional levels, and improve the quality of life. (CO-441)

Empresa de Cooperación al Desarrollo (EMCODES), $25,400 over one year, to conduct workshops

with 40 local organizations of black campesinos in order to strengthen local leadership, promote regional solutions to common problems, and foster broader understanding of potential benefits from constitutional and administrative reforms. (CO-442)

Fundación Arco Iris, $37,550 over three years, to work through local community organizations in six rural villages on Colombia's north coast to foster early childhood learning and creativity through cultural expression. (CO-443)

Centro de Asesoría Familiar (CAF), $37,100 over two years, to promote and strengthen community organizations that encourage poor people to identify and carry out their own local development projects. (CO-444)

Comité Cívico de Villanueva, $26,300 over three years, to establish a corn-shelling business and increase crop and livestock production. (CO-445)

Fundación Pro-Sierra Nevada de Santa Marta, $110,100 over two years, to carry out programs in sustainable agriculture, reforestation, and preventive healthcare; and to provide training in natural resource management, nutrition, small-animal raising, and cooperativism for 1,000 campesino families in the northern Sierra Nevada. (CO-446)

Corporación para la Integración Comunitaria "La Cometa," $37,200 over three years, to address preschool education and childcare needs of youth and adolescents, and to support small enterprises, directly benefiting approximately 500 low-income residents—primarily young people—in Rincón de Suba. (CO-447)

Teatro Esquina Latina (TEL), $37,200 over two years, to promote neighborhood theater groups in the slum district of Aguablanca and equip them with practical skills (such as woodworking and electrical wiring) needed in their craft; and to encourage constructive use of free time and drug prevention, benefiting approximately 150 young people. (CO-448)

Supplemental Grants over $10,000

Fundación Centro de Investigaciones Económicas (FUCIE), $19,000, to provide organizational and technical assistance, credit, and training for handicrafts producers in the Colombian departments of Nariño and Putumayo. (CO-260)

Fundación para la Capacitación Organizativa de la Comunidad (FUNCOC), $38,200, to continue its technical and management assistance to community organizations and regional networks in the department of Bolivar, and to promote the formation of new organizations. (CO-328)

Fundación para la Educación Superior (FES), $61,000, to replenish a cooperative fund that provides grants to local groups for small-scale projects designed to strengthen community organization, generate employment, and increase income, benefiting at least 110 low-income families in Colombia. (CO-349)

Asociación de Agricultores de Sisavita, $23,600, to expand its agricultural production, fruit tree planting, animal raising, and agroforestry programs; and to purchase and install a small electrical power plant, benefiting approximately 100 families of formerly landless peasants. (CO-360)

Fundación Granja Taller, $60,000, to purchase new laundry equipment that will double output and create more jobs for mentally disturbed homeless people; and to help cover operating costs of the laundry and a bakery while Granja Taller implements a cost-cutting plan to help attain self-sufficiency by 1993. (CO-377)

Centro Jurídico Comunitario (CJC), $166,000, to provide legal services to low-income barrio residents; to promote community development organizations and legal groups; and to sponsor workshops on such themes as administrative decentralization in Bogotá and the Colombian Constituent Assembly, as a way to aid approximately 7,000 families. (CO-381)

Fundación para la Investigación y Desarrollo de Sucre (FIDES), $33,800, to establish schools for the preservation, instruction, and dissemination of traditional music, dance, and theater. (CO-403)

Central Cooperativa de Comercialización de Alimentos (COMERCOOP), $33,000, to purchase a motorcycle for the co-op's technician, an industrial grain mill to produce wheat and corn flour, and additional equipment required to improve the quality and presentation of animal concentrates produced by the cooperative. (CO-405)

Cooperativa Integral Agropecuaria La Paz (COAPAZ), $22,500, to finish constructing the cooperative's headquarters and to provide technical assistance in the use of agricultural credit to 110 campesino member families. (CO-418)

Corporación Caminos, $23,300, to train 50 low-income youths and women in small-business administration and accounting; to develop complementary training materials; and to provide start-up loans for small income-generating activities as part of an integrated drug-abuse prevention program. (CO-420)

Fundación Rafael Pombo (FRP), $12,900, to provide guidance in early childhood development to the women workers who staff 24 community-run day care centers in poor neighborhoods of Bogotá. (CO-425)

Fundación para el Desarrollo Infantil, $13,000, to fund two evaluation meetings for educators and authors who are producing culturally relevant reading materials for poor schoolchildren; to pay a small stipend to educators coordinating the evaluation of the original material; and to produce a report on project activities. (CO-428)

Mayra Pacheco

The students at this music workshop in Sucre, Colombia, are part of an effort by the Fundación para la Investigación y Desarrollo de Sucre to revitalize traditional culture and stem rural to urban outmigration.

ECUADOR

New Grants

Unión de Asociaciones de Trabajadores Agrícolas de Columbe (UNASAC), $60,125 over two years, to carry out an agricultural program (potatoes, family gardens, and guinea pigs) in its 23 member communities; and to provide carpentry and mechanical training as a way to build skills that generate nonfarm income. (EC-241)

Hospedería Campesina "La Tola," $213,200 over three years. See box on page 13. (EC-278)

Fondo Ecuatoriano Populorum Progressio (FEPP), $128,088 over three years, to improve and expand a marketing program benefiting some 1,500 low-income peasant farmers and artisans. (EC-279)

Misión Salesiana de la Parroquia Zumbahua, $117,140 over three years, to expand bilingual education among the indigenous population in Cotopaxi by working through primary schools and literacy programs that combine Quichua with Spanish; and to set up a high school to train teachers for bilingual programs and provide vocational education in carpentry. (EC-323)

Instituto de Investigaciones Socio-Económicas y Tecnológicas (INSOTEC), $101,500 over two years, to establish an in-country fund for rural production and educational loans and grants of up to $5,000 to groups of peasants, small farmers, and artisans in the highland provinces of Cotopaxi, Tungurahua, and Chimborazo. (EC-333)

Corporación Ecuatoriana de Investigación y Servicios Educativos (CEISE), $59,467 over two years, to support an integrated community development program in Yacupata, Imbabura, that includes small poultry enterprises, family vegetable gardens, knitting workshops, and training and technical assistance in community organization and leadership. (EC-334)

Supplemental Grants over $10,000

Instituto Radiofónico Fe y Alegría (IRFEYAL), $28,500, to purchase equipment for producing printed materials to complement radio courses in adult literacy and primary school education; and to initiate radio training programs in masonry, thereby benefiting an additional 3,000 low-income Ecuadorians in rural and urban settings. (EC-105)

Radio Latacunga, $47,619, to offer bilingual radio programs in health, education, agriculture, microenterprise, and ethnic identity to the indigenous population of Cotopaxi; to acquire a new radio frequency; and to gain greater indigenous participation in Radio Latacunga's community-based recording studios. (EC-136)

Servicio Ecuatoriano de Voluntarios, Centro de Educación Popular, Investigación y Desarrollo (SEV-CH), $159,800, to continue its assistance to 150 highland indigenous communities in organization building, agricultural production, reforestation, and development of rural off-farm small enterprises. (EC-165)

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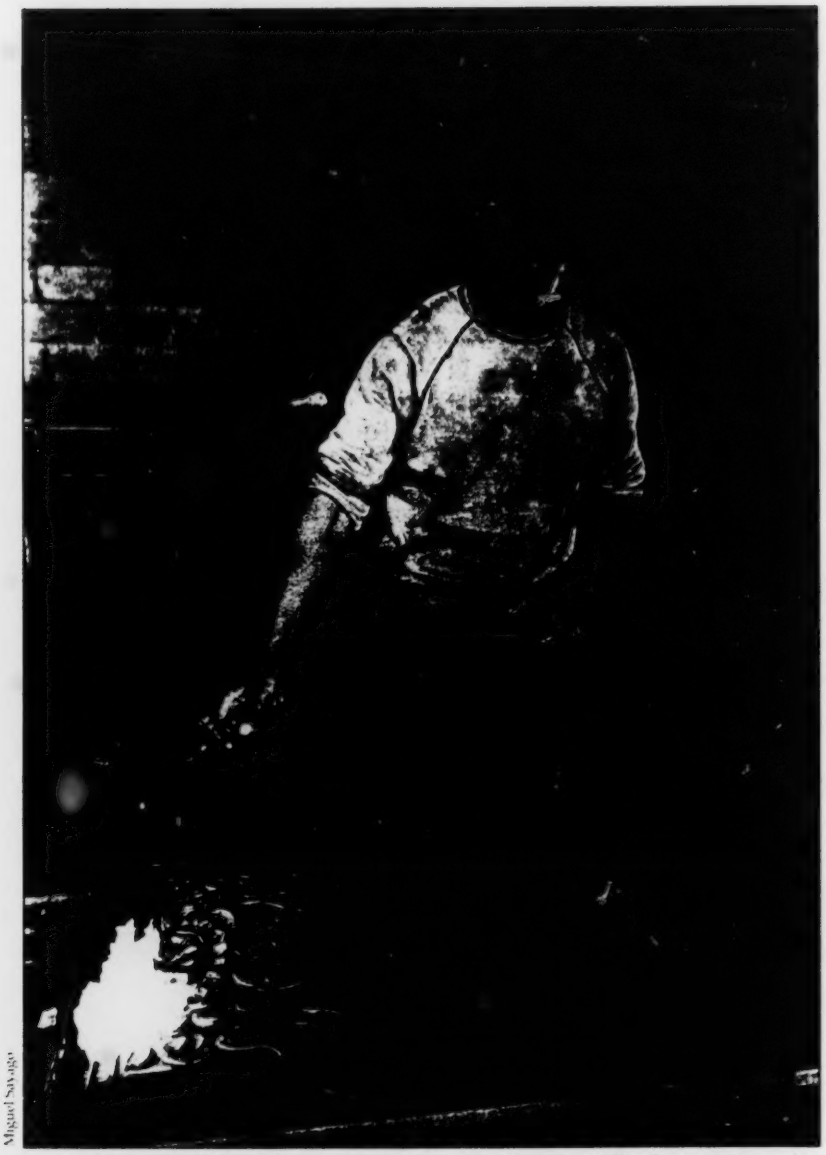

Miguel Savage

A worker burnishes a panel in a woodworking shop in Lima, Peru. The shop receives credit and training through ACP's program for informal sector microenterprises.

Fundación Natura, $26,632, to continue its public information and training campaign designed to educate users and distributors of chemical pesticides about the proper uses of such products, their dangers, and safer alternatives. (EC-175)

Fundación para el Desarrollo de la Microempresa (PROCREDEM), $238,640, to continue its activities for two more years and expand the program to neighboring Babahoyo; to further capitalize the loan fund for microbusinesses; and to fund three international training events dealing with the management of development programs. (EC-181)

Fundación Guayaquil, $31,000, to provide technical assistance, training, and credit to 1,500 owners of microenterprises in the city of Guayaquil, selected on the basis of their growth potential and involvement in activities with good market prospects. (EC-182)

Instituto de Investigaciones Socio-Económicas y Tecnológicas (INSOTEC), $28,898, to send representatives of INSOTEC and Ecuador's microenterprise sector to an IAF-sponsored conference on microenterprise in Lima, Peru, and to a training course on the new technology of flexible industrialization. (EC-185)

Asociación de Carpinteros Indígenas de Cicalpa (ACIC), $22,400, to finish constructing a carpentry workshop; and to continue a training program that will benefit campesino youth from over a dozen rural communities in Chimborazo. (EC-189)

Fundación Vicente Rocafuerte (FVR), $124,500, to continue a program of credit, training, and technical assistance for rural microenterprise formation and for strengthening community organizations in rural areas of the Santa Elena Peninsula and the Zona Milagro region. (EC-195)

Corporación de Estudios Regionales Guayaquil (CERG), $70,500, to establish a loan-guarantee fund to leverage commercial banking loans to microenterprises for the purchase of capital equipment; to enable CERG to buy computer equipment; and to sponsor several workshops that focus on strategies for micro- and small-enterprise development. (EC-210)

Centro de Educación y Promoción Popular (CEPP), $55,880, to field-test a new primary education curriculum for adults that will be used throughout Ecuador, and to train 190 teacher-trainers in its correct usage. (EC-211)

Fundación General Ecuatoriana (FGE), $16,686, to allow the reprogramming of funds to carry out project activities more effectively; and to purchase a pickup truck for the carpentry workshop to use for transporting raw materials and final products. (EC-212)

Fundación Eugenio Espejo (FEE), $23,300, to complete a study of two low-income Quito communities' family survival strategies, health

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and environmental sanitation problems, and educational needs; and to discuss the findings in a seminar on critical poverty issues and in meetings with the two communities. (EC-221)

PERU

New Grants

Asociación de Comerciantes "7 de Abril," $21,604 over one year, to construct an enclosed marketplace that will allow its members to increase their incomes while improving the hygienic supply of food and other goods to thousands of residents in Independencia; and to help strengthen this organization of 69 market vendors. (PU-322)

Federación de Pueblos Jóvenes y Asentamientos Humanos de Ilo (FEPJAHI), $58,138 over three years, to plant trees in approximately 35 neighborhoods of Peru's southern port city of Ilo; to establish a 20,000-tree nursery; and to work with the federation's 50,000 urban members to identify local environmental problems and find ways to solve them. (PU-340)

Servicio y Desarrollo (SEDES), $20,982 over one year, to provide technical training to approximately 100 of Lima's low-income urban microentrepreneurs in business management, accounting, and several trades; to form trade associations; and to create a loan guarantee fund to improve associations' access to credit. (PU-351)

Instituto de Desarrollo Regional (INDER), $57,290 over two years, to provide technical, accounting, legal, and organizational training to the leadership of eight campesino communities (population 11,448 families); and to help 145 families improve their irrigation infrastructure and bring an additional 150 hectares into production. (PU-353)

Habitat Perú Siglo XXI, $50,000 for one year, to help grassroots organizations in Breña and Chiclayo increase their participation in local development initiatives (electricity, water, sewerage, and public transportation); and to train municipal employees in the planning and implementation of local development. (PU-356)

Supplemental Grants over $10,000

Acción Comunitaria del Perú (ACP), $126,000, to provide credit to 5,000 microenterprises, to train 6,000 people in basic business administration, and to provide technical assistance to 1,000 microenterprises. (PU-238)

Centro de Estudios Regionales Andinos "Bartolomé de las Casas," $63,312, to support training courses that will help development practitioners from public and private agencies in rural highland Peru, Ecuador, and Bolivia improve their skills in project planning, implementation, and evaluation. (PU-241)

Fundación para el Desarrollo Nacional (FDN), $101,000, to enable the FDN to make grants and loans of up to $5,000 to groups of small farmers and peasants carrying out small-scale agricultural production and processing projects; and to support related networking activities. (PU-259)

Fundación para el Desarrollo Nacional (FDN), $29,500, to continue providing courses to farmers and helping organize farmer committees in Lambayaque for the purpose of distributing genetically improved "black-bellied" sheep and Pelibuey goats that the FDN will import and breed in the area. (PU-260)

Centro de Estudios, Comunicación y Promoción "La Semilla," $18,000, to continue developing early childhood education techniques that incorporate community gardens as both a learning tool for young children and a source of food for local community kitchens. (PU-280)

Hábitat Trujillo Siglo XXI, $154,591, to continue providing credit, technical assistance, and training to 2,500 microenterprises in the city of Trujillo by means of loan funds from a Peruvian bank, backed by a guarantee fund provided by the IAF. (PU-294)

Instituto de Estudios Peruanos (IEP), $54,000, to sponsor a series of workshops on rural development planning, market and risk analysis, and program evaluation for peasant leaders and staff from rural development organizations in the departments of Cuzco, Ancash, Piura, and Arequipa. (PU-299)

Pequeña Empresa, Tecnología, y Sociedad (PEMTEC), $217,000, to foster coordination among nongovernmental groups supporting micro- and small-enterprise development; to expand an information network for micro- and small-enterprises and organizations that support them; and to initiate a program to support cooperation among such enterprises. (PU-302)

Centro de Promoción del Desarrollo Regional (CEPDER), $56,960, to continue organizing and training grassroots organizations of women, microentrepreneurs, fishermen, and farmers in the Trujillo region and assist them in planning, financing, and implementing local development projects. (PU-303)

Naturaleza, Ciencia, y Tecnología Local para el Servicio Social (NCTL), $106,840, to build demonstration plots, restore terraces, and conduct classes and activities in soil conservation, organic agriculture, small-animal production, fish culture, reforestation, and irrigation in three communities. (PU-310)

Centro de Investigaciones y Proyectos Urbanos y Regionales (CIPUR), $166,739, to provide training, promote organization, and improve irrigation infrastructure as a means to increase farm incomes and protect the ecology of Lima's lower Chillón Valley; and to hold public meetings on environmental issues in the valley. (PU-311)

Instituto Tecnológico Agrario Proterra, $108,998, to provide training in ecologically sustainable agriculture and land-use to farmers and private development organizations in three river valleys in the department of Lima; and to work with government and private organizations to develop sound environmental policies for Peru. (PU-324)

Instituto de Apoyo a la Salud Popular (IDASP), $86,500, to provide health care, train community health promoters, and strengthen neighborhood organizations in Villa El Salvador as a way to improve general health conditions, reduce the spread of cholera, and empower local organizations to sustain the improvements. (PU-350)

VENEZUELA

New Grants

Fundación Portrujillo, $44,230 over two years, to conduct leadership training, special courses, and workshops for organization members and provide technical assistance and credit to family businesses to strengthen self-help organizations and increase income. (VZ-081)

Fundación para el Desarrollo de Economía Popular, $59,000 over two years, to establish and operate a building-supply store that will make less-expensive materials and tools available to beneficiaries of the Fundación's self-help-housing loan program and to other residents of low-income barrios. (VZ-082)

Asociación Civil Misión de Jesus en América, $59,780 over two years, to help youth groups establish and operate community markets that sell fruits, vegetables, and household items, benefiting residents with lower prices and approximately 100 members of the youth groups with business profits. (VZ-083)

Asociación Civil Fe y Alegría, $84,800 over two years, to provide counseling, leadership, training, and job skills to low-income residents of 30 barrios in Caracas; and to establish a bakery and a printing/photocopy center to generate income for the youth program and to provide apprenticeship opportunities to barrio youth. (VZ-084)

Centro de Estudios de la Cooperación (CESCOOP), $43,500 over two years, to expand a discount consumer service program to 50 organizations in low-income neighborhoods of Caracas, benefiting 3,000 families; and to train organization members in leadership, administration, marketing, nutrition, and other fields. (VZ-085)

Asociación Civil Taller Recreativo, Educativo, y Cultural de Atención al Niño y al Adolescente (TRECNA), $53,300 over two years, to provide job-skills training, organized sports, classes in dance, music, and theater, and youth exchange activities to about 3,000 youth in low-income barrios of Caracas. (VZ-086)

Supplemental Grants over $10,000

Fundación Venezolana para la Conservación de la Diversidad Biológica (BIOMA), $54,500, to finish constructing a visitor and information center that promotes ecological understanding and provides income for the community; and to provide internships with Andean environmental groups. (VZ-061)

Grupo Cultural El Carmen de Vigía, $30,700, to continue and expand a community services program. (VZ-064)

Federación de Centros Culturales del Estado de Nueva Esparta (FEDECENE), $29,980, to construct a visitors center and coordinate the collection and preservation of historic and cultural materials. (VZ-068)

Centro al Servicio de la Acción Popular (CESAP), $259,300, to continue providing training and technical/management support to 2,000 rural and urban organizations; and to continue its public liaison program to strengthen the role of nongovernmental organizations in developing public-sector policies that affect the poor. (VZ-076)

Fundación Agua Fuerte, $19,200, to replace a damaged vehicle and to purchase vehicle insurance, allowing the grantee to continue project activities in areas inaccessible to public transportation. (VZ-078)

Miguel Savage

To improve family incomes in Peru, the IAF is supporting programs for women, such as these in Lima, to own and operate their own businesses

Office for Brazil

New Grants

Faculdade Latino Americana de Ciências Sociais (FLACSO), $74,035 over two years, to conduct research and training on the impact of pesticides, fertilizers, improved seeds, and sustainable development technologies on production by small and medium producers and to share study findings widely. (BR-714)

Centro Josué de Castro, $71,500 over one year, to carry out agricultural training for small-scale farmers and literacy, leadership, and administrative training for coastal fishermen; to coordinate the emergency response to the Northeast drought; and to provide technical assistance to newly elected municipal governments. (BR-723)

Cooperativa de Produção Agropecuária do Assentamento Nova Ramada (COOPANOR), $62,830 over two years, to increase agricultural production and provide training in agricultural practices and community education, benefiting 63 farm families. (BR-724)

Instituto Brasileiro de Análises Sociais e Econômicas (IBASE), $81,500 over one year. See box on page 20. (BR-725)

Fundação Agrária do Tocantins-Araguaia (FATA), $123,400 over two years, to establish a regional agricultural experimentation and training center geared to providing research, training, technical assistance, and marketing credit to 12,000 small-scale farmers. (BR-727)

Instituto de Estudos Amazônicos (IEA), $81,500 over one year, to collaborate with two other voluntary organizations in establishing reserves for forest-product extraction, improving marketing efforts for rubber and other extractive products, and promoting health and education programs in extractive reserves to benefit 27,000 families. (BR-729)

Centro de Assistência Técnica (CAT/GV), $61,500 over one year, to provide agricultural and organizational technical assistance and training to rural communities of the Rio Doce Valley, and to help the community of Córregos Unidos start a banana production and marketing program. (BR-730)

Cooperativa Central Agropecuária do Estado da Bahia (CCABA), $53,050 over one year, to carry out a poultry and pig production and marketing program serving small-scale farmers in 17 new rural settlements, benefiting 2,000 families. (BR-731)

Comissão de Justiça e Paz (CJP), $46,500 over one year, to provide organizational training and assistance, leadership training, and courses and technical assistance in community health, education, and production, to support projects that will benefit 9,000 families of nine urban slums of Salvador, Bahia. (BR-732)

Associação de Programas em Tecnologias Alternativas (A-PTA), $53,000 over two years, to provide technical assistance and training in agricultural enterprises and group organization to approximately 3,600 small-scale farmers and technicians and to document and analyze the results of previous training programs. (BR-734)

Centro de Defensa dos Direitos Humanos—Senador Pompeu e Milhã, $42,000 over one year, to provide organizational and agricultural training and assistance to six community associations in southern Ceará, benefiting approximately 300 impoverished farmer families. (BR-735)

Cooperativa Agro-Extrativista de Xapuri (XAPURI), $51,021 over one year, to implement a program for improving Brazil-nut marketing and production that will benefit over 1,000 families of rubber tappers in Acre. (BR-736)

Federação de Orgãos para Assistência Social e Educacional (FASE), $61,500 over one year, to provide training, technical assistance, and public policy analysis in housing, sanitation, income generation, and transportation for 2,000 grassroots organizations in six of Brazil's major cities. (BR-737)

Supplemental Grants over $10,000

Assessoria de Urbanização Popular (ARRUAR), $100,000, to continue providing technical and legal assistance in the area of urbanization to some 25 slum areas in metropolitan Recife. (BR-625)

Associação Nacional de Pós Graduação e Pesquisa em Ciências Sociais (ANPOCS), $90,000, to continue a program that provides small research grants to master's degree candidates researching relevant grassroots development topics in the Northeast. (BR-626)

Fundação Rural Desenvolvimento Social, $42,000, to continue providing training and technical assistance in alternative agriculture and health to rural organizations of four municipalities in Milagres, Ceará. (BR-650)

Assessoria 5, $21,000, to provide training, technical assistance, and public policy advice to day care centers in the city of Recife. (BR-654)

IBASE: Entrepreneur of Democracy

Nongovernmental organizations (NGOs) all over the world are gearing up to get involved in the United Nations Conference on the Environment and Development (UNCED) to be held in Rio de Janeiro in June 1992. UNCED is expected to be the largest world conference ever and will likely define sustainable developmental standards and policies well into the twenty-first century. Thanks to the pioneering efforts of the Instituto Brasileiro de Análises Sociais e Econômicas (IBASE), one of Brazil's foremost NGOs, thousands of community groups from throughout the globe will be able to communicate with each other during the conference via the most advanced computer technology available. The nerve center for this vast electronic web will be AlterNex, an alternative computer network operated by IBASE.

Since its creation ten years ago, IBASE has experienced phenomenal growth. As with most Brazilian developmental NGOs, its rise was a direct result of the redemocratization process that began in 1979 after 15 years of military rule. IBASE was established by social entrepreneurs who returned from exile abroad with little more than a personal computer in their suitcases and a simple notion that information is one of the essential building blocks of a democratic society. With this idea in mind, they set about establishing an applied research and dissemination center that would provide essential technical information and analysis to community groups on such issues as poverty indicators, land occupation patterns, and government development programs.

IBASE opened its Rio de Janeiro offices in 1981, with a three-person staff. Today its staff numbers close to 100 people, all dedicated to providing information-related services to some 3,000 grassroots organizations and other NGOs throughout Brazil. IBASE's principal activities include applied research, leadership training, public policy analysis, technical assistance, video and radio production, and publication and distribution of periodicals and books. A study recently carried out by IBASE on systemic violence directed at street children in the major cities of Brazil sparked worldwide attention. Another IBASE publication documented 180 successful grassroots development experiences that could be replicated elsewhere.

For many years, the IAF has collaborated closely with IBASE's information exchange and networking activities; this year the Foundation also provided grant support for the institute's core networking and information-exchange activities.

IBASE has taken the lead in encouraging Brazilian NGOs to form coalitions around specific development issues such as agrarian policy and the foreign debt. Recently, IBASE helped found the national association of NGOs, and one of IBASE's coordinators serves as the association's honorary president. IBASE has also been on the forefront of international networking through promoting contacts and exchanges with grassroots support organizations in Latin America and the developed world.

In August 1991, IBASE played a major role in organizing the First International Meeting of NGOs and U.N. System Agencies, an unprecedented development conference held in Rio de Janeiro and sponsored by the United Nations Development Programme. The conference brought together over 230 organizations and donor agencies from throughout the world to explore alternative approaches to traditional development paradigms.

IBASE's remarkable trajectory exemplifies in vivid fashion the dynamic nature of the emerging nongovernmental community in Brazil. The institute appropriately chose democratization as the theme for its tenth anniversary, since it is the capillary efforts of thousands of organizations such as IBASE that assure the consolidation of democracy at the grassroots level. By supporting IBASE, the IAF not only adheres to its country strategy for Brazil, which calls for strengthening the NGO sector, but also pursues the broader Foundation mandate of promoting democracy in Latin America. (BR-725)

— John W. Garrison II

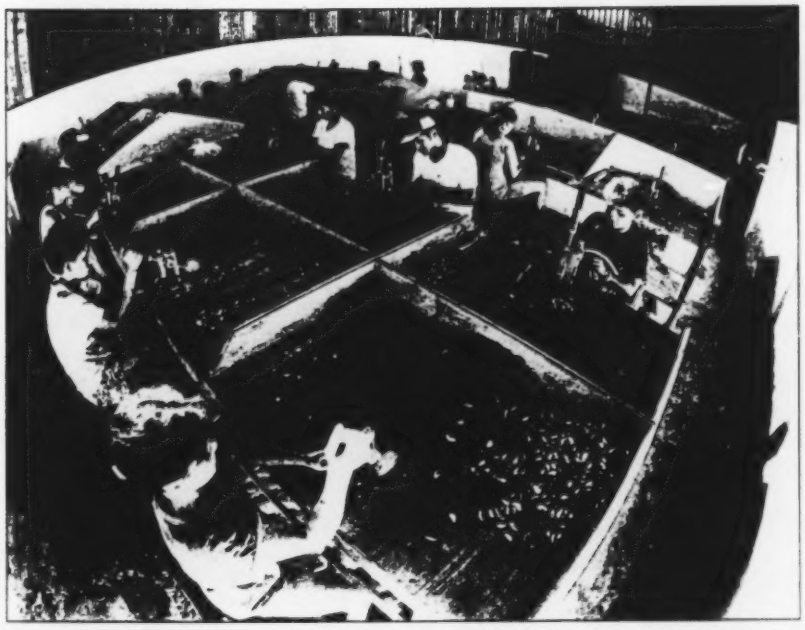
Centro de Tecnologias Alternativas Populares (CETAP), $152,690, to continue carrying out alternative agricultural experimentation and provide training and technical assistance to small-scale farmers and producers' associations in the state of Rio Grande do Sul. (BR-655)

Associação Cristão de Base (ACB), $55,481, to continue providing organizational training and technical assistance to approximately 22 communities and 22 rural unions of the Crato region in Ceará. (BR-666)

Centro das Mulheres do Cabo (CMC), $21,000, to provide preventive health education and services to the population of Juçaral, a rural district of Cabo in the sugar-cane region of Pernambuco. (BR-669)

Centro de Apoio à Atividades Econômicas Informais "Ana Terra" (CAT), $51,500, to continue a microenterprise program aimed at providing credit and technical assistance to impoverished informal-sector producers and vendors of greater Porto Alegre. (BR-670)

Instituto de Estudos Sócio-Econômicos (INESC), $51,000, to continue providing information on legislative affairs and public policy



Paula Leitao

Brazilian rubber tappers earn supplemental income processing Brazil nuts in a factory operated by the Cooperativa Agro-Extrativista de Xapuri. XAPURI is helping to sustain the rainforest by using renewable resources to provide livelihoods for its people.

issues to a wide-ranging network of community organizations throughout Brazil. (BR-672)

Equipe Técnica de Assessoria, Pesquisa e Ação Social (ETAPAS), $70,000, to conduct four to five participatory training/study projects with slum dweller associations in Recife as a way to foster community management and secure municipal assistance in the areas of health, housing, education, and employment. (BR-673)

Associação Brasileira Interdisciplinar da AIDS (ABIA), $105,504, to continue an AIDS education and prevention program that includes the production and dissemination of printed materials and videos to community groups, companies, and local government agencies. (BR-676)

Instituto de Ação Cultural (IDAC), $98,640, to implement a two-pronged community action program aimed at training public health workers in women's health issues and carrying out integrated community development programs in low-income neighborhoods of the *zona oeste* of Rio de Janeiro. (BR-684)

Instituto de Estudos da Religião (ISER), $81,500, to produce and disseminate videos throughout Brazil that focus on successful community development experiences and on broader issues related to the poor. (BR-688)

Centro Luiz Freire, $140,000, to continue providing training, networking, and organizational assistance to a network of 75 community primary schools in metropolitan Recife. (BR-691)

Sociedade Maranhense de Defesa dos Direitos Humanos (SMDDH), $15,776, to continue providing organizational assistance to women's nut-producer groups, operate a community store, and organize networking meetings in Maranhão State. (BR-692)

Centro Piauiense de Ação Cultural (CEPAC), $101,650, to provide administrative support to the Centro de Educação Rural Manuel Otavio (CERMO) and assist its program for rural producers' organizations throughout the state of Piaui. (BR-700)

Associação dos Pequenos Agricultores do Estado da Bahia (APAEB), $76,300, to continue carrying out market research, artisanal training, and information dissemination about sisal production for over 1,000 producers in Bahia State. (BR-702)

União das Associações dos Pequenos Agricultores de Cansanção (UNPAC), $52,000, to continue providing animal-husbandry, agriculture, and organizational assistance to 13 rural community associations in Bahia State. (BR-711)

Centro de Educação e Cultura Popular (CECUP), $44,500, to continue providing technical assistance and training, conduct exchange programs, and publish didactic materials to benefit some 450 teachers and 9,000 students in community schools throughout the state of Bahia. (BR-713)

Administração e Finanças para o Desenvolvimento Comunitário (AFINCO), $50,000, to further consolidate itself as a nonprofit organization providing technical services in administration and finance to community development organizations in the Northeast. (BR-716)

Assessoria e Serviços a Projetos em Agricultura Alternativa (AS-PTA), $88,060, to continue providing technical assistance, training, and educational materials to a nationwide network of 15 nongovernmental organizations that train small farmers in the techniques of low-cost, sustainable agriculture. (BR-717)

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Office for the Caribbean

DOMINICA

New Grants

Blow's Agro Products, $57,818 over one year, to purchase a tea-bagging machine, a solar dryer, and packaging equipment and supplies to expand production of herbal teas for sale in Caribbean, North American, and European markets, benefiting its 11-member staff and the 25 small-scale farmers who supply Blow's with organically grown herbs and spices. (DO-108)

Nature Island Foods (NIF), $18,500 over one year, to purchase equipment to process and package tofu and other soya-based products for local sale and export, benefiting NIF's 10 worker-owners and its 40 small-scale farmer suppliers; and to collaborate with the government of Dominica in teaching rural residents to grow and process soy beans. (DO-109)

DOMINICAN REPUBLIC

New Grants

Asociación para el Desarrollo de la Provincia Espaillat, Inc. (ADEPE), $37,000 over two years, to expand training and technical assistance programs to 1,200 small-scale farmers and microbusinesses who use ADEPE's credit fund. (DR-224)

Fundación Desiderio Gómez (FDG), $66,580 over one year, to train 48 trainers who will staff four education-skills learning centers for teachers and instructors in the country's northwest region. (DR-226)

Asociación de Grupos Solidarios Dominicanos (AGSD), $46,880 over 18 months, to establish a credit fund for working-capital loans to microentrepreneurs operating three-wheeled pedal carts in Santo Domingo, and to provide training in business practices to 225 loan recipients. (DR-231)

Consejo Inter-Institucional para la Coordinación de Programas de Viviendas, Inc. (CII-VIVIENDA), $69,550 over 15 months, to collaborate with the development committee of the community of Sabana Palenque in establishing four small businesses as part of an integrated economic development project that will create 97 jobs and benefit 582 people. (DR-232)

Federación Nacional Campesina Auténtica Cristiana (FENCAC), $42,670 over 15 months, to provide oxen, fertilizer, and other supplies to ten peasant-farmer associations, and to conduct training courses in vocational and technical skills for 1,200 members of FENCAC's local affiliates. (DR-233)

Mitchell Denburg

St. Vincent banana growers such as these are working through the Caribbean Farmers Development Company to develop regional markets that diversify exports.

Asociación Dominicana para el Desarrollo de la Mujer (ADOPEM), $52,000 over one year, to further capitalize its loan fund in order to finance 395 additional women-operated microenterprises, which will generate 835 new or enhanced jobs. (DR-234)

Grupo de Madres Sagrado Corazón de María (San Marcos), $24,965 over two years, to expand its sewing enterprise; and to finish constructing the local school, construct communal latrines, initiate a garbage-collection service, and start a home-improvement project for the 250 families residing in the community of San Marcos. (DR-235)

Centro de Solidaridad para el Desarrollo de la Mujer (CE-MUJER), $129,000 over two years, to provide credit and technical assistance training in project management, nutrition, agricultural production, sanitation, and appropriate technology to 75 peasant associations representing 1,350 women in the southcentral region. (DR-236)

Instituto Dominicano de Desarrollo Integral, Inc. (IDDI), $65,000 over 30 months, to implement the Plan de Apoyo a las Organizaciones de Base (PAYOBA), which will enable 40 neighborhood groups in eight urban slums to coordinate local development activities benefiting over 2,000 people. (DR-237)

Asociación Nacional de Artesanos, Inc. (ASONARTE), $66,400 over two years, to purchase raw materials in wholesale quantities; provide training in design, production, and business management; and create opportunities for its 295 artisan members to market their crafts. (DR-238)

New Crops and Markets for Caribbean Banana Growers

The small, mountainous islands of the Caribbean's windward chain, including Dominica, Grenada, St. Vincent, and St. Lucia, each with populations of roughly 100,000, depend heavily on the European banana market for jobs and foreign exchange. In 1992, with the expected consolidation of the European Economic Community (EEC), these former British colonies will probably lose their preferential access to that lucrative market and will be forced to compete directly with countries that can produce bananas more cheaply. Because the banana industry employs the majority of small-scale farmers on several of the islands, governments in the region worry that a drop in the banana market will put these farmers — many of them the poorest in the region — at risk.

As a result, nongovernmental organizations, as well as regional governments and funding agencies, have agreed to give top priority to programs promoting agricultural diversification and developing new markets. Such programs will help to keep the chain of small island-states from sinking into deepening poverty.

In support of this overall approach, the IAF committed roughly one third of its Jamaica/Eastern Caribbean budget in fiscal year 1991 to projects assisting organizations of independent farmers in market-led agricultural production. The centerpiece of this strategy was a grant to the Caribbean Farmers Development Company (CFDC), a relatively new regional organization made up of nine small-scale farmers' groups from Antigua and Barbuda, Barbados, Dominica, Grenada, St. Lucia, and St. Vincent and the Grenadines and a Dominican association of women traders. These groups have faced three major problems in attempting to market their crops: insufficient levels of production, uneven quality of produce, and lack of credit to finance marketing operations.

To address these problems, the CFDC provides technical assistance to help farmers increase production, training in post-harvest handling to ensure the delivery of better-quality produce, and information about new markets. The company also manages a revolving credit fund to help farmers maintain their cash flow when they sell their crops in overseas markets. Over the next two years, the CFDC will assist more than 2,000 small-scale farmers and will concentrate a portion of its resources on upgrading the financial management skills of its member organizations.

Many agricultural diversification projects concentrate on the cultivation of nontraditional foods intended for export. The unique aspect of the CFDC diversification effort is that it allows farmers to continue to grow food for their own tables and to build on what they know to reach new markets. The crops produced by CFDC members for foreign markets, while not normally exported from the region, are traditional West Indian food crops, such as yams and breadfruit, destined for the tables of Caribbean migrants in England, Canada, and the United States. While the CFDC's members are shipping an increasing volume of produce to foreign markets, several of the member groups still sell a substantial portion of their crops in local markets, boosting the supply of healthful, reasonably priced food for local consumption and helping conserve foreign exchange that would have been spent on imported food.

The CFDC has organized farmers and small-scale traders across national boundries in the Caribbean and has worked to find new ways to sell its members' crops. In so doing, it is providing the region with a concrete, positive example of bottom-up Caribbean integration, whereby common regional problems are attacked first at the community level. (CA-091)

— Julie Sutphen Wechsler

Fundación Dominicana de Ciegos, Inc. (FUDCI), $32,000 over one year, to enable this association for the sight-impaired to construct an irrigation system and put into cultivation a three-acre plot of land located at its agricultural-skills training center. (DR-239)

Acción Evangélica de Desarrollo, Inc. (AED), $65,000 over two years, to implement an integrated development program among five rural communities along the country's southwestern border that will directly benefit 250 rural families in the areas of health, education, agricultural production, and reforestation. (DR-240)

Asociación para el Desarrollo, Inc. (APEDI), $52,000 over two years, to provide training, technical assistance, and loans to 131 street vendors of the city of Santiago de los Caballeros who are organizing a multiple-services cooperative. (DR-241)

Supplemental Grants over $10,000

Centro Dominicano de Organizaciones de Interés Social (CEDOIS), $88,000, to administer a development-assistance fund that will provide small grants and loans to emerging organizations of the rural and urban poor. (DR-184)

Sociedad para el Desarrollo Integral del Nordeste, Inc. (SODIN), $26,060, to provide training and technical assistance in farming practices and the use of resources to 1,200 small-farm families as a way to increase production capacity. (DR-205)

Centro Regional de Estudios de Alternativas Rurales (CREAR), $55,000, to continue training in sustainable agriculture for small-scale farmers, and to complete the expansion of its teaching facilities. (DR-214)

Centro Dominicano de Organizaciones de Interés Social (CEDOIS), $134,000, to provide training, publications, and conferences aimed at promoting communication among its members and keep them informed about the programs of international development organizations. (DR-216)

Asociación Mujeres Necesitadas Colonia Mixta Duverge, $11,350, to construct cement floors and retaining walls for 60 houses, thereby fulfilling the association's goal of 210 new dwellings in the community. (DR-222)

GRENADA

Supplemental Grants over $10,000

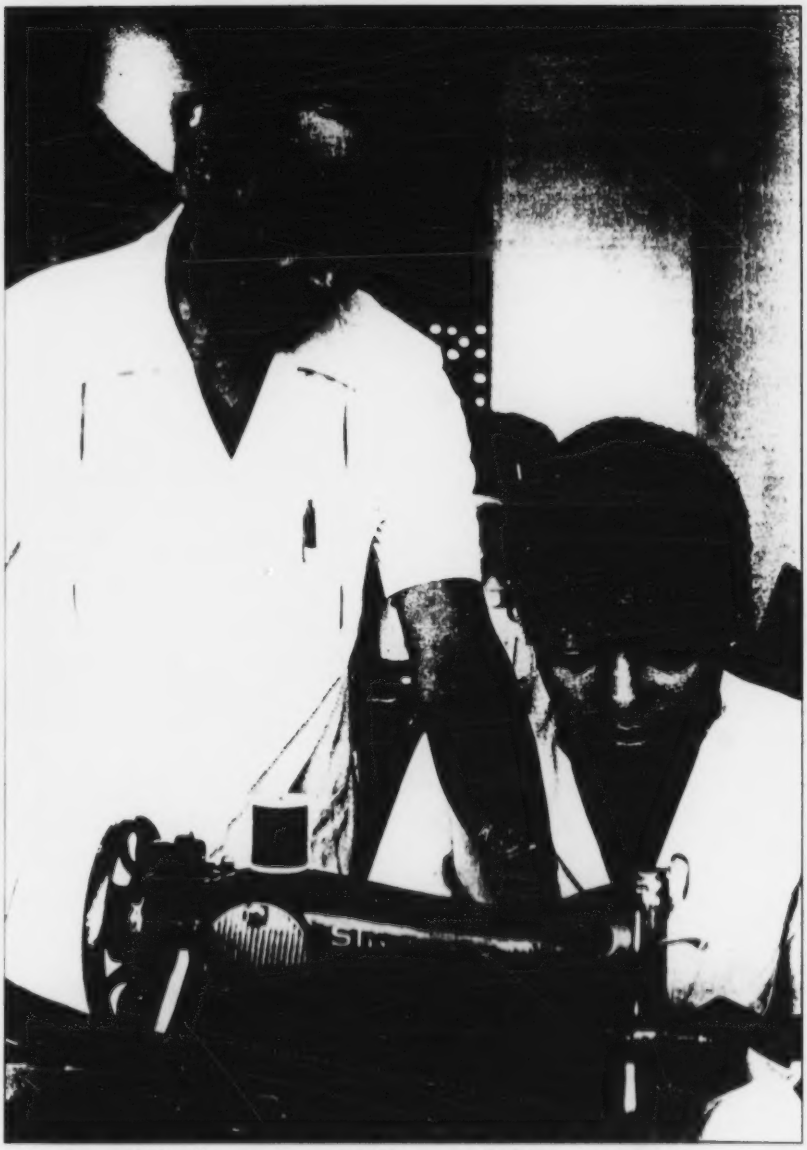
University of the West Indies, School of Continuing Studies (UWI), $22,500, to continue its professional training program in community education and development methodology that trains 15 to 20 students annually, and to prepare and disseminate complementary training materials and handbooks on community development techniques. (GR-024)

HAITI

New Grants

Mouveman Developman Karitas Kafoupè (MODKAP), $69,220 over three years, to build, equip, and operate a sugar cane processing facility, distillery, and storeroom; establish a working capital fund to purchase sugar cane from its 1,000 members; and sponsor a training program in small-scale enterprise management and administration. (HA-140)

Oganizasyon Developman Kominote Kretyen Ayisyen (ODEKKA), $140,053 over three years, to sponsor educational, training, technical assistance, investment, and radio programs that will help 175 community groups in northern Haiti to plan, initiate, and manage community development projects, credit funds, and small-scale business enterprises. (HA-143)



Michael Dyrdburg

At Beetham, SERVOL's first community life center in Trinidad, a student learns commercial sewing. SERVOL will now help train teachers and school administrators from national programs throughout the East Caribbean.

Asosyasyon Animatè Peyizan La Gonav (AAPLAG), $41,112 over two years, to carry out a soil conservation program that links reforestation and soil recuperation to agricultural production, and to provide training and technical assistance in these conservation techniques as a way to benefit 2,000 small-scale farmers and their families on Ile de la Gonâve. (HA-149)

Asosyasyon Animatè Indepandan (AAI), $55,040 over two years, to hold seminars and organizational meetings for its 42 members and sponsor development-education seminars for over 200 representatives of community groups in the North and Northeast; and to establish a credit fund for small-scale agricultural endeavors. (HA-150)

Rasambleman Peyizan Batis (RPB), $11,040 over one year, to sponsor an educational and training program in participatory grassroots organization building, community development techniques, small-scale project management, and civic education to benefit its membership of approximately 1,500 small-scale farmers and coffee producers. (HA-151)

Supplemental Grants over $10,000

Kombit Sèvo, Min Ak Kè Ansanm (KOSMIKA), $66,682, to complete project activities in cassava processing and poultry production; to strengthen KOSMIKA's administrative, managerial, and programmatic capacity; and to develop educational materials for use in its own training programs and in those of other groups. (HA-118)

Komite Devlopman de Legliz AEM de Momben Krochi (KODEV), $32,168, to complete its applied agricultural education and credit program for 65 small-scale-farmer associations; and to respond to midterm evaluation recommendations for technical assistance in organization building, tree nursery management, literacy training, and field follow-up. (HA-127)

Haitian Association of Voluntary Agencies (HAVA), $223,283, to continue a program of credit, technical assistance, and training to nearly 30 grassroots groups involved in income-generating activities primarily linked to small-scale agricultural production, processing, and marketing. (HA-145)

JAMAICA

New Grants

Cottage Industries Limited, $151,000 over one year, to expand its agroprocessing industry and conduct marketing and promotional activities to promote sales of Jerk Seasoning in the United Kingdom, the United States, Canada, and Caribbean Community countries, thereby benefiting small-scale farmers in the Walkerswood community. (JA-095)

St. Peter Claver Church (SPC), $15,000 over one year, to provide training and technical assistance through its secular development outreach program to 25 small-scale fishermen and sea moss producers and purchase equipment for them; and to assist 23 small-scale farmers with irrigation and land surveys in four rural communities in St. Mary's Parish. (JA-096)

ST. LUCIA

Supplemental Grants over $10,000

Folk Research Centre (FRC), $45,000, to produce video and audio materials on St. Lucian folk culture for use in the nonformal educational activities and self-help development programs of nongovernmental organizations, government extension agencies, schools, and community groups. (SL-006)

Sunshine Harvest Farmers Cooperative, $15,000 over one year, to purchase irrigation equipment that will allow the co-op to produce vegetables and fruit on ten acres that the government of St. Lucia has granted it; and to finish constructing a packing shed and install cooling equipment purchased under the original grant. (SL-010)

Mitchell Denburg

A member of AGSD pedals the triciclo *he purchased, through a revolving credit fund, to vend bananas in Santo Domingo.*

ST. VINCENT AND THE GRENADINES

New Grants

National Development Foundation of St. Vincent and the Grenadines (NDFSVG), $61,400 over one year, to meet the costs of its field operations and the training, technical-assistance, and business-counseling portions of its credit program, which benefits approximately 400 microentrepreneurs a year. (SV-022)

TRINIDAD AND TOBAGO

Supplemental Grants over $10,000

Association for Caribbean Transformation Ltd. (ACT), $38,200, to establish a seedling nursery that will provide plants to 168 small-scale farmers, and to purchase a pickup truck for transporting seedlings and other agricultural inputs and for marketing produce. (TR-014)

CARIBBEAN REGIONAL

New Grants

Service Volunteered for All (SERVOL), $264,370 over five years, to extend its program of adolescent skills training and preschool teacher training throughout the East Caribbean, working with ministries of education and local voluntary organizations to train 1,232 teachers and 145 field officers from 12 countries. (CA-090)

Caribbean Farmers Development Company (CFDC), $207,464 over two years. See box on page 23. (CA-091)

Supplemental Grants over $10,000

Caribbean Natural Resources Institute (CANARI), $129,610, to maintain a training, documentation, and research center that supports community-based projects in natural resource management, agriculture, renewable energy, potable water, and solid-waste management. (CA-089)

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Office for Central America I

BELIZE

New Grants

Corozalito Agricultural Cooperative Society, $30,000 over one year, to assist ten farmers in establishing a sheep-rearing enterprise, developing 125 acres of pastureland, installing fences and sheds, and purchasing 125 animals to be bred and fattened for domestic and external markets. (BE-093)

San Roman Farmers Cooperative Society, Ltd., $18,000 over one year, to establish permanent cash crop farms for each of the cooperative's 14 Maya members by clearing 42 acres of jungle, eliminating slash-and-burn agricultural practices, and planting citrus trees; and to construct a storage building. (BE-096)

Belize Fishermen Cooperative Association, Ltd. (BFCA), $36,000 over one year, to construct a headquarters building and training center, and to hold seminars and courses for fishermen and cooperative leaders. (BE-097)

Scout Association of Belize (SAB), $37,000 over one year, to complete construction of camp facilities and support institutional development costs incurred during expansion of the SAB's training program for urban and rural youth. (BE-098)

Supplemental Grants over $10,000

Rio Grande Farmers Cooperative, $16,000, to purchase a tractor and accessories for use by two community farmers' groups to expand grain production and reduce costs. (BE-073)

Caribeña Producers Cooperative Society, Ltd., $15,000, to purchase refrigeration equipment that will upgrade the cooperative's fish and meat processing and storage facilities. (BE-085)

Belize Federation of Agricultural Cooperative Societies, Ltd. (BFAC), $56,000, to finish constructing a grain warehouse, and to provide agricultural loans to a cooperative of 100 refugee families. (BE-087)

Belize Enterprise for Sustained Technology (BEST), $25,000, to purchase a four-wheel-drive vehicle that will permit trainers and technical advisors to conduct development programs with 16 community organizations. (BE-090)

Belize Credit Union League, Ltd. (BCU), $45,000, to administer a fund for granting/lending up to $5,000 to civic organizations working for community social and economic development. (BE-092)

COSTA RICA

New Grants

Asociación de Productores Bribri de Talamanca (ASOPROBRITA), $34,980 over three years, to receive, pack, transport, and market domestically and internationally the year-round plantain production by its 99 Bribri Indian, small-scale farmer members and other independent agricultural producers of the Talamanca region. (CR-268)

Asociación de Pequeños Productores de Zapotal 15 de Agosto, $25,500 over three years, to establish and manage a revolving agricultural and dairy loan fund for its 17 agrarian reform beneficiary members; to construct a warehouse to store members' agricultural products and supplies; and to jointly market members' agricultural production. (CR-269)

Unión Campesina Agro Industrial de la Zona Norte (UCAZON), $62,000 over two years, to build and operate a processing and cold-storage plant, and to sell fresh and frozen cassava to the export market as a way to expand a small cassava business that benefits 200 farmers. (CR-270)

Asociación Talamanqueña de Ecoturismo y Conservación (ATEC), $49,954 over two years, to provide initial operating support; to provide nature guide training to 15 low-income residents and at least 15 others to promote environmental tourism; and to educate residents and tourists about regional environmental problems. (CR-271)

Asociación de Pequeños Productores de Río Celeste, $50,000 over three years, to operate a revolving loan fund to finance 60 members' diversified agriculture, to introduce improved production practices, and to set up a system to transport agricultural supplies to farmers and crops to markets. (CR-272)

Cooperativa de Servicios de Maquinaria Agrícola San José de Amparo (COOPEAMPARO), $31,500 over three years, to operate a revolving loan fund that will allow members to use existing agricultural machinery efficiently and to test new crops and production technologies. (CR-273)

Asociación Pro-Fomento de Proyectos Productivos de la Sub-Región de San Ramón, $39,341 over two years, to provide operational support to a microenterprise credit and technical program, enabling it to effect a series of reforms and business economies that promote institutional consolidation and financial stability. (CR-275)

Asociación de Productores Agroforestales y Diversificación Agrícola de Pococí (APROADAP), $35,000 over four years, to establish and manage a revolving loan fund

Primary-school teachers in Guatemala weed a demonstration plot at the Escuela Superior de Educacion Integral Rural. They are being trained as agricultural extensionists and catalysts for development projects in indigenous communities.

to finance 20 hectares of peach palm, intercropped with cassavas, yams, and other annual root crops. (CR-276)

Fundación Mujer (FUNMUJER), $52,328 over one year, to provide credit and technical assistance to microenterprises in areas of Limón and Talamanca recently affected by a major earthquake; and to enable FUNMUJER to strengthen its administration and operations while pursuing major sources of loan capital. (CR-277)

Asociación de Pequeños Agricultores Proyecto Río Grande, $42,400 over three years, to acquire and operate an agricultural machinery service that includes plowing and transport, which will enable 75 small-scale farmers to take advantage of projected irrigation infrastructure and produce export crops year-round. (CR-279)

Asociación Pro Desarrollo Barrio Cubillo de Los Angeles de Santa Ana de Nicoya (CUBILLO), $30,000 over three years, to expand a small-scale ecotourism enterprise providing lodging, meals, and cave-exploring guide services to tourists and generating 14 full- and part-time jobs for Cubillo members. (CR-280)

Plan de Desarrollo Integral Monteverde 2020 (MV2020), $46,500 over three years, to define, through meetings and fora, the socioeconomic agenda of the Monteverde-Santa Elena region; and to coordinate the participating institutions and establish income-generating activities to cover operating expenses. (CR-281)

Academia Centroamericana (ACA), $35,000 over one year, to analyze the community banking program of the Fundación Integral Campesina (FINCA), the largest private development program in Costa Rica, and to share conclusions and recommendations with FINCA and with other development organizations interested in replicating FINCA's program. (CR-283)

Empresa Comercializadora Agropecuaria Productico, S.R.L. (PRODUCTICO), $63,000 over three years, to expand its current agricultural marketing operations from 1 to a projected 15 crops, benefiting an estimated 500 small-scale farmers in Limón province. (CR-285)

Asociación para el Desarrollo Rural Integrado (ADRI), $49,000 over two years, to provide continued credit and technical assistance to 300 small farmers in the Pacific Slope area of Puriscal, Acosta, and Turrubares for the production of nontraditional crops; to market produce to exporters; and to support program costs. (CR-286)

Fundación Ser y Crecer (FUNCRESER), $50,000 over two years, to counsel 150 victims of sexual violence and incest, individually and in peer support groups; to

Nurturing Common Economic Sense

Jesús Maroquín López owns one acre of land on the outskirts of Xenimajuyú, a farming village in the Guatemalan highlands. The village's Mayan name means "under the great mountain," but Maroquín's plot lies some 600 feet up the slopes of a dormant volcano. At the top of his plot is a bed of strawberries, followed on the way down by corn, beans, and experimental beds of broccoli and snow peas.

Maroquín is one of a growing number of Guatemala's indigenous, small-scale farmers who have adopted alternative crops and organic production methods. After two years of listening, looking, and learning to apply what he saw and understood about nonagrochemical farming methods, he is a man with a simple but important message: "With organic cultivation methods, costs go down; production and profits go up....A bit more work but well worth it."

Maroquín discovered organic farming after reflecting on his experience with agrochemical cultivation. A little over 15 years ago, when he first began to use it, chemical fertilizer was easily affordable, and a mere thimbleful around each plant was enough to stimulate growth. But 12 years later, the amount required for each plant had increased to a fistful, and the price was beyond his means. Fifteen years ago, he had been delighted with the results of chemical pesticides. But after he had been using them for 12 years, twice the amount was needed, the price had doubled, and the results were less impressive. Adding up these costs and benefits, Maroquín realized that he had serious problems. In early 1989, looking for solutions, he attended an Altertec course on sustainable agriculture.

Altertec is a Guatemalan development organization that trains subsistence farmers in practical techniques that insure the long-term productivity of the land. For the past three years, with the help of the IAF, Altertec has helped over 3,000 of Guatemala's small-scale producers make the transition to sustainable, organic farming methods that address problems of soil erosion, deforestation, contamination of water sources, and depletion of seed stocks.

Altertec is aware of the gap between the upper echelons of agricultural research and education and Third World peasant farmers. It works to narrow this gap by offering its beneficiaries sustainable agricultural techniques that demand more work but require less cash and earn higher profits. Altertec trains extensionists from various Guatemalan grassroots support organizations in the basic techniques of sustainable, organic agriculture and helps individual small-scale farmers set up experimental plots using these same techniques. The plots demonstrate possibilities for crop diversification and economically viable alternatives to chemical fertilizers and pesticides.

Maroquín's interest in the Altertec course, his enthusiasm for what he understood, and his dedication to making it work proved contagious. With Altertec's help, by late 1990, Maroquín's acre had become a demonstration plot and Maroquín had become a convincing apostle of sustainable, small-scale organic agriculture.

During the past year, with ever-increasing frequency, neighboring farmers have happened by to look at Maroquín's strawberries, corn, beans, and broccoli. After looking and listening, they compare crops and costs. Maroquín points to his abdundant strawberry crop and tells them of the money he did not spend to produce it. "I didn't spend the $30 per month that I used to on pesticides or the $150 I used to on fertilizer." What he did spend, he explains, was a couple of days setting up a composting bed, a couple of hours every three days turning the compost, and a bit more time mixing and applying organic pesticides.

He then talks strawberry costs and benefits with his neighbors: three crops a year; 225 pounds of strawberries harvested every three days for the five-week crop period; $1,500 in gross income per crop (65 cents per pound) or $4,500 per year; net income after paying family labor — $2,700.

Maroquín's neighbors ask a few questions, look at the strawberries one more time, apparently wondering if they could do something like this. Almost all leave knowing Maroquín's farm is a clear example of the common economic sense that all farmers strive for. (GT-195)

— *William M. Barbieri*

train 180 professionals and paraprofessionals as group facilitators in such treatment; and to produce materials that help other health and development agencies treat similar victims. (CR-287)

Supplemental Grants over $10,000

Cooperativa de Comercialización de Productores Independientes de Palma y Cacao, R.L. (COOPETRIUNFO), $11,000, to purchase a new tractor, farm implements, and a trailer; and to officially change the name of the organization from Cooperativa de Servicios Múltiples de Productores Independientes de Palma, R.L. to its present name. (CR-196)

Asociación de Ayuda al Pequeño Trabajador y Empresario (ADAPTE), $100,000, to further capitalize and continue to administer a loan/grant fund supporting some 20 low-income organizations. (CR-229)

Asociación Protectora de Arboles (ARBOFILIA), $44,000, to establish a regional transportation system

providing reliable, moderately priced transport services to rural communities and to ARBOFILIA's own community development projects. (CR-247)

Asociación para la Defensa de los Recursos Naturales (CODECE), $45,000, to continue operating an environmental training and law center to educate community groups, school children, and public officials in environmental law; and to provide legal services to enable the community to protect its environment. (CR-252)

Asociación para el Desarrollo Rural Integrado (ADRI), $41,000, to maintain a regional fund that will strengthen 14 additional small, community-level groups seeking to move into nontraditional agricultural production and to protect the local environment through agroforestry and watershed protection. (CR-257)

Asociación Coordinadora Nacional de Lucha por una Vida Digna (COPAN), $21,675, to provide additional working capital to a cement-slab manufacturing plant; to finance a study of possible new plant sites; and to fund international travel. (CR-258)

Asociación de Pequeños Productores de Bahía Uvita, $15,920, to expand its existing rotating loan fund (which serves 35 small-scale farmer members) into such nontraditional areas as watermelon cultivation and pig raising, as well as the more-traditional rice production. (CR-262)

GUATEMALA

New Grants

Asociación Cooperación para el Desarrollo Rural de Occidente (CDRO), $98,950 over 18 months, to increase its loan fund, to organize a dye shop, to train about 200 young artisans in new production skills, and to enlarge its marketing center operations. (GT-213)

Asociación ANDAR-Guatemala, $89,150 over one year, to implement a nonformal education program with 17 groups of indigenous women; and to establish and administer a credit program to support infrastructure and artisan production projects that result from promotional activities with beneficiary groups. (GT-214)

Asociación para el Desarrollo Rural Integral de Retalhuleu (ADRIR), $72,300 over two years, to provide member organizations with administrative, organizational, and technical agricultural training; to establish a loan fund for increasing sesame production; and to develop a more-profitable marketing strategy for ADRIR's 278 indigenous members. (GT-215)

Centro de Integración Familiar (CIF), $76,225 over three years, to administer its center for the promotion of women; and to offer seminars on nutrition/hygiene and vocational courses that will enable 300 low-income Guatemala City women to find work in shops and local factories or to open their own businesses. (GT-216)

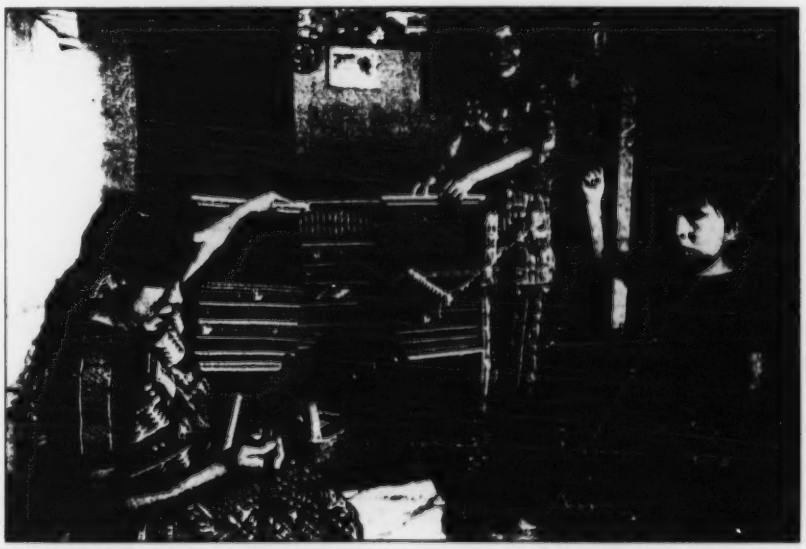
Escuela Superior de Educación Integral Rural (ESEDIR), $117,200 over one year, to train 40 experienced primary teachers in animal husbandry, accounting, popular education, and agricultural skills that will allow them to function as promoters of their communities' socioeconomic development. (GT-217)

Cooperativa Agrícola Integral "Chichán," $74,050 over two years, to provide members with credit for increasing garlic production, purchasing fertilizers/agrochemicals, and importing certified garlic seed. (GT-218)

Asociación de Pequeños Cafícultores de Guatemala (ASPECAGUA), $25,000 over one year, to establish an office and continue its efforts to increase membership and strengthen its representation of Guatemala's 60,000 peasant coffee growers in the Unión de Pequeños y Medianos Productores de Café de México, Centroamérica y el Caribe (UPROCAFE). (GT-219)

Asociación de Agricultores para el Desarrollo Rachoquel (APADER), $22,100 over one year, to improve the effectiveness of agricultural practices, organize three alternative agricultural projects, and help 100 peasant members increase corn and bean production by 25 percent. (GT-220)

Comité Agrícola Palineco, $78,050 over two years, to establish a 120,000-plant nursery with grafted coffee-tree shoots; to plant 52 acres of its land in new coffee and renovate an additional 52; and to develop a marketing strategy that in four



Miguel Salazar

Working at home in Chimaltenango, Guatemala, a member of "Ai Quen" weaves traditional clothing on a hand loom for marketing through the association.

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years will increase member-family income by 60 percent and in six years by 120 percent. (GT-221)

Supplemental Grants over $10,000

Movimiento Guatemalteco de Reconstrucción Rural (MGRR), $37,150, to strengthen 16 community organizations in the department of Izabal by helping them conduct health and literacy programs and market agricultural and seafood products. (GT-173)

Instituto Indígena de Varones "Santiago," $35,525, to train youth in building and service trades, and craft and agricultural production, preparing them for productive vocations and community leadership. (GT-178)

Asociación Fe y Alegría, $25,000, to improve physical facilities and establish income-producing activities on a training farm for 300 of Chiantla's low-income Indian youth. (GT-187)

Asociación de Pequeños Caficultores "Renacer Ajau," $34,050, to extend technical assistance and production loans to 160 families as a means of increasing crop yields and strengthening their community marketing system. (GT-191)

Asociación de Padres de Familia "AC'UALA," $50,900, to provide loans, training, and technical assistance to 393 families for vegetable production and marketing and for strengthening their business organization. (GT-193)

Asesoría Centroamericana de Desarrollo (ACAD), $50,800, to help 100 community organizations plan effective self-help projects that address basic social and economic needs; to provide ongoing technical assistance; and to identify sources of financial aid. (GT-196)

Movimiento Guatemalteco de Reconstrucción Rural (MGRR), $77,750, to increase a fund that provides small loans and grants for community projects managed by low-income urban and rural residents. (GT-202)

Cooperativa Agrícola Integral "Nueva Unión," $26,150, to continue operating its nursery of 200,000 coffee trees and to upgrade 136 coffee-growing acres belonging to members. (GT-203)

Asociación de Cooperación para el Desarrollo Rural de Occidente (CDRO), $151,000, to provide basic skills training to trade workers and 700 volunteer development promoters of 125 projects in 18 districts of Totonicapan. (GT-205)

Asociación de Artesanos "Aj Quen," $48,450, to expand marketing contacts and conduct educational programs aimed at helping 2,500 producers of highland Guatemalan handicrafts better respond to domestic and international markets. (GT-207)

Asociación Pro Agua del Pueblo, $120,275, to help four rural communities install potable water systems and reforest watershed areas; and to train field and administrative staff in aqueduct technology. (GT-210)

Centro de Autoformación para Promotores Sociales (CAPS), $81,000, to expand a nationwide loan and grant program assisting small community-infrastructure and –production projects with funds and technical assistance. (GT-211)

HONDURAS

New Grants

Proyecto Aldea Global, $149,000 over two years, to help the Asociación de Productores de Belén to plant 50,000 apple trees, double the number of fruit growers in Belén, build processing and cold storage facilities, and market fruit; and to help the association broaden and strengthen its development activities in the region. (HO-180)

Ayuda Mundial Episcopal Hondureña (AMEH), $77,000 over one year, to provide training and financial and technical assistance to 250 families in 15 rural villages, introducing food and cash crops and organizing local farmers' unions to manage agricultural services and development in the region. (HO-187)

Agua para el Pueblo (APP), $98,000 over one year, to provide institutional support that will enable APP to more-effectively carry out a $1 million water development program in 21 communities, benefiting over 20,000 people; and to provide technical assistance to grassroots communities managing their own water projects. (HO-188)

Instituto de Investigación y Formación Cooperativista (IFC), $93,000 over two years, to organize student cooperative enterprises in 19 secondary schools and youth training institutes as a means of teaching the principles of cooperatives and business management to approximately 1,500 interested youth. (HO-189)

Hermandad de Honduras, $54,000 over one year, to increase the agricultural production of 250 families in 28 rural communities of western Honduras, increasing family income and creating farmer organizations to disseminate new agricultural methods among other families in the region. (HO-191)

Federación Hondureña de Cooperativas Agroforestales (FEHCAFOR), $101,000 over one year, to construct and operate a processing plant and storage depot that will facilitate exportation of pine resin harvested by 1,700 members of 17 cooperative groups in central Honduras. (HO-192)

Comité Coordinador Inter-Institucional de Desarrollo, $138,000 over one year, to coordinate and support eight affiliated grassroots technical-assistance organizations that bring water, health, literacy, and marketing services to approximately 30,000 people in 19 isolated rural villages of central Honduras. (HO-193)

Comité para la Defensa y Desarrollo de la Flora y Fauna del Golfo de Fonseca (CODDEFFAGOLF), $100,000 over one year, to finance

Mary Lou Savage

A member of the Honduran resin-tapping federation FEHCAFOR pours his pine sap into a community barrel for shipment to a processing plant in Tegucigalpa.

and teach sustainable agricultural techniques to 200 peasant families; and to help 200 coastal families establish modern salt-evaporation and fish-culture ponds. (HO-194)

Fundación para el Desarrollo de las Comunidades Cafetaleras (AHPROCAFE), $100,000 over one year, to provide training for the leadership of its national and regional organizations; to prepare volunteer community trainers to manage self-help projects in their villages; and to expand the foundation's literacy program. (HO-195)

Escuela Técnica de Artes y Oficios de Occidente, $23,000 over two years, to train approximately 350 youth as carpenters, potters, woodworkers, electricians, mechanics, and office workers. (HO-196)

Supplemental Grants over $10,000

Instituto de Investigación y Formación Cooperativista (IFC), $112,000, to increase an in-country fund that awards grants and loans of up to $5,000 to community organizations for socioeconomic development. (HO-141)

Centro San Juan Bosco (CSJB), $100,000, to expand youth education and training programs as a way to help 500 youth remain in school and receive vocational training; and to increase loans and technical assistance to family-run enterprises, helping over 100 families create employment and raise their incomes. (HO-146)

Instituto de Investigaciones Socio-Económicas (IISE), $100,000, to support projects and assist private organizations in proposal development, project implementation, training of leaders and staff, evaluation, and dissemination of project experience. (HO-157)

Organización de Desarrollo Empresarial Femenino (ODEF), $39,000, to help 300 women in 30 villages establish family gardens and community food-production projects. (HO-166)

Cooperativa Agropecuaria Regional El Negrito (CARNEL), $19,000, to cover the increased cost of purchasing three tractors to provide farm mechanization to 230 peasant families. (HO-171)

Escuela Roque Ramón Andrade, $115,000, to finish constructing training and dormitory facilities at the school, and to expand its intensive leadership training program to include over 100 grassroots community leaders. (HO-179)

Instituto para el Desarrollo Hondureño, $113,000, to make loans of up to $20,000 for economic production projects, and to teach principles of asset management to community development organizations managed by the poor. (HO-185)

Office for Central America II

EL SALVADOR

New Grants

Asociación Arteatro, $138,000 over three years, to pay salaries, generate 47 jobs, train 180 actors, purchase professional sound and lighting equipment, rent space, and provide costumes as part of a project to involve 48,600 students in 228 stage productions dealing with common problems and issues. (ES-091)

Cooperativa de Producción Agropecuaria "La Nueva Fe," $48,400 over three years, to purchase, install, and operate an irrigation system for the production of 33 acres of dry-season peanuts, corn, sorghum, and vegetables, increasing the income and employment of 27 direct and 167 indirect beneficiaries. (ES-092)

Asociación Cooperativa de Producción Agropecuaria "Y" Griega de R. L., $54,500 over three years, to drill an artesian well and to purchase and install an irrigation system that will double production of corn, vegetables, and citrus crops, benefiting 230 small farmers directly and 1,440 indirectly. (ES-093)

Asociación Cooperativa Agropecuaria Santa Teresa El Porfiado de R. L. (ACOPASTEP), $53,700 over three years, to purchase a ten-ton truck; and to increase and improve sugar cane production, generating additional employment and income, which will benefit 33 small farmers directly and 229 persons indirectly. (ES-094)

Asociación Cooperativa de Producción Agropecuaria El Nuevo Renacimiento (ACOPANURE), $54,120 over three years, to plant basic grains and a new variety of coffee tree as a way to increase production and raise the incomes of 41 indigenous small farmers. (ES-095)

Asociación Cooperativa de Aprovisionamiento Agrícola y Tejedores Rochdale de R. L., $58,500 over three years, to purchase agricultural supplies and to provide a rotating loan fund, both objectives aimed at strengthening the cooperative, increasing grain production, and generating income and employment. (ES-096)

Asociación Cooperativa de Ahorro y Crédito Nuestra Señora de Lourdes de R. L. (ACONSEL), $192,500 over five years, to make 300 loans averaging $625 to its members (self-employed slum dwellers in the nation's informal sector), including 50 loans set aside for those unable to offer guarantees. (ES-097)

Asociación Cooperativa Agropecuaria La Longaniza de R.L., $60,595 over five years, to purchase 30 dairy cows; and to install irrigation equipment that will allow pasture expansion and year-round corn and soya production whose profits will support community social and health programs, benefiting 240 persons directly and 2,100 indirectly. (ES-098)

Asociación Cooperativa de Ahorro y Crédito Comunal La Esperanza de San Esteban Catarina de R.L., $72,500 over three years, to provide agricultural production supplies and to purchase a tractor and other farm equipment for rental to the cooperative's 44 members and other small-scale farmers, and to use the income to support co-op self-help enterprises. (ES-099)

Asociación Cooperativa de la Reforma Agraria "El Portalito" de R.L., $12,900 over two years, to purchase, install, and operate an irrigation system to increase citrus, plantain, and vegetable production as means of providing year-round employment for 26 small farmers. (ES-100)

Asociación Cooperativa de Consumo, Ahorro, Crédito, Transporte, Aprovisionamiento, y Comercialización de Trabajadores de INSINCA de R.L. (ACODECO), $72,250 over five years, to increase its revolving loan fund for microenterprise development; and to purchase and renovate a building for an expanded community store, benefiting 1,548 people directly and 2,000 indirectly. (ES-102)

Asociación Cooperativa de Aprovisionamiento y Suministro Agropecuario La Estrella de R.L., $79,500 over three years, to increase its revolving loan fund for agricultural production activities, and to expand its agricultural consumer store, benefiting 1,340 people directly and 2,500 indirectly. (ES-103)

Asociación Cooperativa de Ahorro y Crédito Comunal "Dr. José Antonio Ruiz"de R.L. (ACODJAR) $95,800 over three years, to expand a revolving loan fund for microenterprise activities involving traditional artisanry. (ES-104)

Asociación Cooperativa de Producción Agropecuaria Cañas Dulces de R.L. (ACOOPACD), $37,000 over three years, to purchase livestock, install irrigation and forage equipment, and construct a milking and storage facility, which will enable 23 subsistence farmers to establish an additional 42.5 acres of pastureland and expand cattle and dairy operations. (ES-105)

Supplemental Grants over $10,000

Programa Nacional de Nutrición y Soya (PNNS), $46,500, to hire four additional staff, establish local volunteer nutrition teams, facilitate

Mac Chapin

Kuna Indian girls wear traditional mola *blouses, wrap skirts, and gold nose rings. The documentary movie* The Spirit of Kuna Yala, *which examines Kuna efforts to preserve the rainforest, was recently translated into Spanish by Archipelago Films for distribution to grassroots organizations throughout the hemisphere.*

160 training courses, and provide production credit to local farmers as a means to promote the production and use of soya in the departments of Libertad and Cuscatlán. (ES-048)

Patronato Pro-Patrimonio Cultural, $13,342, to cover the salary of a project director for one year, train four cultural promoters, and purchase audio-visual materials for use in a cultural preservation project. (ES-061)

Asociación de Regantes Acequia Las Monjas, $12,000, to supplement the increased costs of materials and skilled labor needed to repair the dam and principal canal damaged by torrential rainstorms, and to complete repairs to the overall irrigation system. (ES-065)

Asociación de Desarrollo Comunal El Progreso (ADECPRO), $46,000, to provide additional materials and skilled labor needed for the construction of a 4,700-meter irrigation canal that will triple vegetable and grain production, benefiting 32 families and 186 individuals directly and 1,300 people indirectly. (ES-068)

Asociación Cooperativa de Productores de Cal de Metapán de R.L. (ACOOPCALMET), $13,440, to supplement the increased costs of construction materials and equipment for a newly designed, hydrated lime plant. (ES-077)

Asociación Cooperativa de Aprovisionamiento de la Industria de Pieles de Santa Ana de R.L., $20,000, to purchase shoemaking supplies in bulk and a heavy-duty sewing machine that will boost production and improve quality, and to replace materials lost in a fire. (ES-083)

Asociación Cooperativa de Producción Artesanal R.L. (ACPA), $34,200, to improve working conditions for 50 seamstresses by expanding the current workshop and purchasing new sewing equipment, an air conditioning unit, and a cistern. (ES-085)

NICARAGUA

New Grants

Asociación de Consultores para el Desarrollo de la Pequeña, Mediana, y Micro Empresa (ACODEP), $193,125 over two years, to provide technical assistance and training in all aspects of business administration and credit to about 200 small-scale businesses and microenterprises in Managua. (NC-150)

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Patrick Breslin

A nuchu, *or tutelary spirit, guards the gates at the Udirbi Preserve in Panama. The preserve, established by the Kuna Indians in the early 1980s, was the hemisphere's first nature park started by an indigenous people to scientifically study and protect their tropical resource base.*

Nicaraguan Development Foundation (FUNDE), $242,500 over 30 months, to rehabilitate three rural vocational education centers and operate them for three years in cooperation with local community organizations, establishing agricultural and animal husbandry projects within each center to earn income and achieve self-sufficiency. (NC-152)

Centro para la Participación Democrática y el Desarrollo (CENZONTLE), $47,000 over one year, to expand its farmer cooperative research, training, and technical assistance efforts by helping 50 farmer organizations improve business management, agricultural productivity, and membership cohesion. (NC-153)

Cooperativa Agropecuaria de Producción "Humberto Tapia Barquero," $74,200 over four years, to purchase seedlings, supplies, and materials and cover technical assistance and administrative costs of a nursery; and to replant 25 acres of citrus groves and plant 12.5 acres of coffee to generate employment for 136 small farmers. (NC-154)

Cooperativa de Pequeños Panaderos de Masaya (COOPEPANMA), $87,717 over two years, to establish a revolving loan fund that will allow its 64 members to buy raw materials and production equipment, increasing their bread output and profit margin, strengthening the cooperative financially. (NC-155)

Centro de Promoción de la Rehabilitación Integral (CEPRI), $133,080 over two years, to train 220 technicians and professionals and also 730 people with spinal-cord injuries and their families in self-care and mental health techniques, helping to make disabled clients employable in microenterprise ventures. (NC-156)

Cooperativa de Servicios de Vestuario y Similares "La Granadina" de R.L., $112,720 over three years, to purchase raw materials and sewing equipment that will be sold on credit and to establish a training and service center to improve the technical ability of 34 small-scale clothing producers and their 201 employees. (NC-157)

Cooperativa de la Industria del Calzado de Masaya "Rodolfo Prado" R.L. (CORPICMA), $155,312 over three years, to purchase local and imported raw materials, equipment, and shoes to boost sales, generating $120,000 over three years for the cooperative and increasing employment for 768 shoemakers. (NC-158)

Cooperativa de Crédito y Servicios "Ignacio Narváez Palacios," $65,190 over four years, to pay salaries and to purchase the materials and equipment needed for planting 43 hectares of coffee, increasing employment and income for 24 direct and 119 indirect beneficiaries. (NC-159)

PANAMA

New Grants

Asociación Cristiana de Jóvenes (ACJ), $31,350 over three years, to carry out a vocational-training program in Panama City for 150 young men and women and to establish an employment services program to help course graduates find employment. (PN-161)

Organización Panameña para la Autogestión y el Desarrollo Comunitario (OPADEC), $125,840 over one year, to provide training

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and technical assistance to 100 families, refugees of the El Chorrillo neighborhood, in rebuilding their homes and to provide them with vocational training oriented toward income generation. (PN-163)

Asociación de Empresarios Extensionistas de Panamá (ASEMEP), $78,433 over two years, to provide training and technical assistance to 200 informal-sector microentrepreneurs in the city of Colón and to promote a new representative organization that will better defend their interests vis-à-vis the public and private sector. (PN-164)

Asociación Integral de Promotores para el Desarrollo Comunitario Coclesano (ASIPRODECC), $70,629 over two years, to carry out an integrated service program designed to improve the subsistence and nutritional levels of approximately 1,500 campesinos living in 12 remote communities in the province of Coclé. (PN-165)

Círculo de Estudios Científicos Aplicados (CECA), $49,589 over two years, to organize garbage pickers at the municipal dump in Chitré and support their efforts to recycle usable materials and sell them directly to help the pickers upgrade their homes, and to help develop alternative employment for younger workers. (PN-166)

Asociación de Productores de Palmira Arriba (ASPROPA), $80,514 over two years, to install an irrigation system, establish a production credit fund, and market the vegetable production of its 35 members, helping them to increase production beyond subsistence levels. (PN-167)

Cooperativa de Servicios Múltiples "Unión Progresista" (GUAYABAL), $67,497 over two years, to expand its service program, providing 171 of its lowest-income members with credit, technical assistance, and marketing support in the production of basic grains and selected fruits and vegetables. (PN-168)

Asociación de Pequeños Productores Agropecuarios de El Piro, $41,785 over two years, to provide production credit, technical assistance, and marketing support to its 45 members, all subsistence farmers. (PN-169)

Asociación de Horticultores de La Pintada, $88,362 over two years, to implement a production and marketing program for its 30 primarily subsistence-level members that will extend production credit, technical assistance, and marketing support in the cultivation of Chinese vegetables for sale to markets in Panama City. (PN-170)

Cooperativa de Ahorro y Crédito de la Unión Nacional de Pequeñas y Medianas Empresas "Rubén Reyna Pupo" R. L. (CACPYMER), $110,000 over one year, to establish a fund that will provide small grants and/or loans of up to $5,000 to low-income, urban community organizations for locally initiated development activities. (PN-171)

Cooperativa de Servicios Múltiples "Juan XXIII" R.L., $110,000 over one year, to establish a fund that will provide small grants/ loans of up to $5,000 to low-income rural organizations for locally initiated development activities. (PN-172)

Asociación Barretas Café-Progreso and **Cooperativa de Servicios Múltiples Unión Campesina de Burrica**, $65,169 over two years, to acquire infrastructure and processing equipment that will help the 97 members, all subsistence-level coffee growers, to improve post-harvest handling and marketing of their crop. (PN-173)

Asociación de Caficultores de San Pedro, Asociación de Cafetaleros de San Miguel Centro, Asociación de Productores de Café de Chiguirí Abajo, and **Cooperativa de Servicios Múltiples "El Esfuerzo Campesino,"** $37,171 over two years, to purchase equipment that will improve members' post-harvest handling of their crops. (PN-174)

Asociación de Poroteros de Caisán, $156,500 over two years, to capitalize a fund for purchasing and marketing 30,000 quintals of beans each year, benefiting the 331 small farmers who are members of the organization. (PN-175)

Archipelago Films, $13,000 over three months, to produce a Spanish-language version of the documentary film *The Spirit of Kuna Yala* for dissemination to grassroots organizations throughout Latin America and the Caribbean. (PN-178)

Supplemental Grants over $10,000

Cooperativa de Servicios Múltiples "Julio Pineda" de R.L. (Julio Pineda), $15,066, to install fencing at the project site, modify the project vehicle, and pay the salary of a security guard. (PN-151)

Centro Familiar San Juan Bosco, $16,826, to cover cost overruns incurred in building and equipping the training center's workshops, pay for increased electricity consumption, hire a part-time accountant, and cover legally required social benefits for all paid staff. (PN-153)

Cooperativa de Ahorro y Crédito de la Unión Nacional de Pequeñas y Medianas Empresas "Rubén Reyna Pupo" R.L. (CACPYMER), $116,106, to continue expanding its training, technical assistance, and credit program, ultimately providing loans to over 100 informal-sector microenterprises that are mainly family owned. (PN-158)

Asociación Coclesana de Productores de Café (ACOPROCAFE), $147,259, to pay the salaries of administrative and technical staff of this coffee-producer federation and to establish a credit fund for purchasing the coffee harvest of its members and for financing productive investments on members' farms. (PN-159)

Asociación para el Desarrollo y la Educación del Sector Agropecuario Coclesano (ASDESAC), $36,500, to hire additional staff, pay for legally required social benefits, purchase office equipment, and cover the costs of training courses for its board of directors and members. (PN-160)

Office for Mexico

New Grants

Unión de Comunidades Indígenas "Cien Años de Soledad" (UCI CIEN AÑOS), $91,941 over two years, to increase organizational and infrastructural support and technical assistance to fishing cooperatives on the Pacific Coast of Oaxaca in order to increase incomes, consolidate a regional organization, and make more rational and sustainable use of marine resources. (ME-334)

Unión de Uniones Ejidales y Grupos Campesinos Solidarios de Chiapas, A.R.I.C. (Unión Pajal), $72,767 over two years, to establish 15 self-financed and community-managed health clinics and pharmacies for 77 Indian communities and to train health promoters and health committees in preventive medicine and environmental health. (ME-339)

Unión de Ejidos 4 de Octubre, $22,100 over one year, to introduce organic coffee-cultivation techniques to an organization of Tzotzil Indian communities in northern Chiapas, in order to gain access to U.S. and European markets and encourage sustainable coffee cultivation. (ME-340)

Indígenas de la Sierra Madre de Motozintla, "San Isidro Labrador," Sociedad de Solidaridad Social (ISMAM), $84,705 over one year. See box on page 37. (ME-341)

Asociación Rural de Interés Colectivo, Unión de Productores de Café de Veracruz de R.I. (ARIC-Veracruz), $86,600 over two years, to expand coffee processing and marketing operations that will allow it to sell its own coffee directly to Mexican consumers, benefiting 1,500 small-farmer members in Veracruz State. (ME-342)

Grupo Dinámico de Consultoría Integral, A.C., $92,480 over two years, to provide business advisory services and technical assistance to approximately 35 production and service cooperatives in Mexico City and the states of Morelos and Michoacán. (ME-343)

Centro para el Desarrollo de Sistemas Económicos y Sociales, A.C. (CEDSES), $78,567 over two years, to provide technical advice and training to 40 cooperatives, farmers' unions, rural credit unions, and peasant associations in a variety of areas including accounting and control systems, feasibility and investment analysis, taxes, and computer systems. (ME-344)

Unión Nacional de Organizaciones Regionales Campesinas Autónomas (UNORCA), $162,970 over 18 months, to provide organizational, technical, and marketing support for a six-state network of forest community organizations; and to train delegates from 20 rural women's groups throughout Mexico in income generation. (ME-345)

Centro de Estudios para el Desarrollo Regional, A.C. (CEDRAC), $76,088 over two years, to provide technical assistance and organizational development support for 19 fishermen's groups and two peasant farmer groups, focusing on strengthening the administrative capacity of the groups and their members' income-generating activities. (ME-346)

Unión de Comunidades Campesinas Marginadas (UCOCAM), $48,490 over two years, to carry out a program of technical assistance in the production, processing, and marketing of coffee and basic grains among its membership of over 1,000 Indian families in the Mazateca region of Oaxaca. (ME-347)

Unión de Ejidos de Producción Forestal y Agropecuario "Gral. Hermenegildo Galeana," $40,173 over two years, to promote a statewide network of forest community organizations in the state of Guerrero aimed at increasing

Miguel Santiago

A member of the Unión de Comunidades de Valle lays bricks during construction of the Union's regional headquarters in Ixmiquilpan, Hidalgo. First funded in FY 1990, the group maintains a rotating credit fund to process crops for sale through community stores.

Where Markets and Ecology Meet: Organic Coffee from the Sierra Madre of Chiapas

In the United States and Europe, customers line up at gourmet and natural food stores and pay handsome prices for organic products, including coffee, that promise both quality and health. In the southern Mexican state of Chiapas, small-scale Indian farmers meet to discuss the proper proportions of lime, ash, and organic material for the compost they will put on their coffee plants. How did up-scale food stores in the United States and Europe and the Mam Indian coffee growers find each other?

The organization Indígenas de la Sierra Madre de Motozintla "San Isidro Labrador," Sociedad de Solidaridad Social (ISMAM) is largely responsible for bringing coffee beans grown by the Mam Indians to American and European consumers. In the mid-1980s, ISMAM became acutely aware that the business of producing coffee on small plots was no longer profitable and that the livelihoods of their members were threatened.

With the help of agronomists connected to the Catholic Church in the small town of Motozintla, ISMAM analyzed the issues. Coffee productivity on the small plots of the Mam Indians was among the lowest in the world, and, with subsidies for fertilizers removed by the austerity-conscious Mexican government, the Mam could no longer afford the inputs that could temporarily bring production to more respectable levels. The organic option became more attractive, not because the Mam were suddenly converted to agroecology but because it appeared to be the only way to reduce costs and raise productivity.

ISMAM profited from the experience of the Unión de Comunidades de Indígenas de la Región del Istmo, which, with the help of some European priests, had been producing and exporting organic coffee at premium prices to Dutch markets since the early 1980s. With the promise of higher profits and yields, the members of ISMAM decided to make the switch to organic coffee-growing methods. They set about the laborious task of making tons of organic compost and transforming whole hillsides into the terraces that would retain moisture and organic matter sufficiently to meet international certification standards for organic production. In a region better known for floods of Guatemalan refugees, human rights abuses, and poverty, a project to organize farmers for organic coffee cultivation, ISMAM believed, would bring a measure of relative prosperity and provide a base for more democratic organizational forms at the grassroots.

As a further demonstration of the seriousness of its commitment, ISMAM joined the German-based International Forum of Organic Agricultural Movements (IFOAM), the most important European organic certifying agency. ISMAM also actively promoted formation of a Mexican chapter of IFOAM so that a Mexican group would be able to award international organic certification. In 1990, ISMAM published a practical manual on how to grow organic coffee, featuring the character "Don Ecológico," who may do for Mexican organic coffee what Johnny Appleseed did for his favorite fruit.

By the 1989-90 harvest season, ISMAM had received international organic certification and had begun exporting its members' coffee directly to Europe and the United States. The product appeared on the shelves of U.S. stores as Café Mam, roasted and distributed by Royal Blue Organics of Eugene, Oregon.

In 1990, the IAF gave a push to ISMAM's efforts through a grant to help pay for salaries and vehicles and cover other expenses so that ISMAM could expand its geographic range into other parts of the state of Chiapas, spreading the organic gospel. It is not just the existence of a specialty market that makes organic coffee a good crop. Organic techniques increase productivity and improve the quality of the bean. Farmers' incomes would go up even if the coffee was not sold as organic. But so long as the organic market is strong, ISMAM will cater to it for the sake of the environment and for a better standard of living for its members. (ME-341)

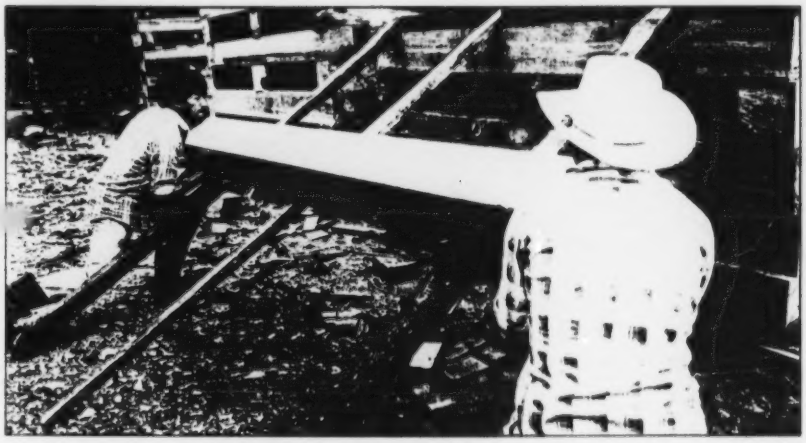
— David Bray

incomes, promoting sustainable forest management, and providing technical assistance. (ME-348)

Sociedad de Solidaridad Social Zanzekan Tineme, $80,330 over two years, to carry out a program to develop palm fiber artisanry and reforestation among its membership of 300 Nahuatl-speaking Indians in Guerrero. (ME-349)

Desarrollo Rural de Hidalgo, A.C. (DERHGO), $138,120 over two years, to complete a small cheese factory, widen retail marketing efforts for a variety of small-farmer crops, and undertake a project in ecological restoration and reforestation of eroded hillsides in 13 agricultural communities around Tulancingo, Hidalgo. (ME-350)

Centro de Estudios Históricos de la Cuestión Agraria en México, A.C. (CEHCAM), $39,350 over 18 months, to conduct workshops in community and organizational development, identify methods of project evaluation, develop manuals on income-generating and service projects, and exchange experiences with seven organizations of rural women. (ME-351)



Workers stack planed beams at the Santiago Comaltepec community lumber yard. The IAF is supporting newly formed Mexican federations of community forestry enterprises that enable indigenous populations to sustainably manage their timberland and finance local development projects.

Trova Serrana, A.C., $64,700 over two years, to develop audio and video cassettes for media broadcast on technical, economic, and cultural aspects of coffee farming, sustainable forestry management, basic grains production, and other issues for small-farmer organizations in Oaxaca, benefiting thousands of indigenous small farmers in the Sierra Juárez. (ME-352)

Supplemental Grants over $10,000

Asociación para el Desarrollo Cultural de las Comunidades Indígenas de Oaxaca (ADCCIO), $39,170, to promote artisan production and marketing by opening shops in community museums. (ME-284)

Unión Nacional de Organizaciones Regionales Campesinas Autónomas (UNORCA), $66,000, to support two units that provide technical assistance and training in product sales, administration, and financial management to 60 affiliated small-scale farmer organizations. (ME-300)

Unión de Comunidades Indígenas de la Zona Norte del Istmo (UCIZONI), $25,874, to finish a regional agricultural study; to carry out agricultural training; to provide technical assistance to 14 demonstration plots of coffee, subsistence crops, and coffee alternatives; and to support a new coffee-processing mill. (ME-302)

Centro de Apoyo al Movimiento Popular Oaxaqueño, A.C. (CAMPO), $172,500, to continue supporting agricultural and livestock enterprises and women's production activities for more than 30 small-farmer organizations in Oaxaca. (ME-305)

Alternativas Procesos de Participación Social, A.C., $150,522, to continue working with the Unión Xha Tlalli, a 1,117-member peasant organization, on rural water-supply projects in six communities; and to acquire a backhoe for use in the water projects and as a source of income generation for future years. (ME-310)

Comunicación Campera, A.C. (COMCAMP), $16,250, to develop and finance a flower cultivation project with the Sociedad de Solidaridad Social de Productores Agropecuarios de los Altos de Chiapas. (ME-314)

Coordinadora Nacional de Organizaciones Cafetaleras (CNOC), $170,000, to allow CNOC to move into a second phase of institution building—the launching and consolidation of its own export firm, representing the interests of nearly 50,000 small coffee producers in national and international markets. (ME-316)

Unión Popular Nueva Tenochtitlán, A.C. (UPNT), $20,300, to implement community health programs through health education in urban neighborhoods; to establish and train a network of 100 community health promoters; to draft and distribute health information; and to work with infants in early childhood development. (ME-317)

Sna Jolobil, S.C., $13,030, to finish constructing the Casa Indígena in San Cristóbal and a workshop in the weaving community of San Andrés Larrainzar in order to improve weavers' working conditions and complete the construction activities begun under this grant. (ME-318)

Unión Campesina de Alamos (UCA), $32,400, to continue technical services to its 1,209 peasant members in crop production, cattle raising, credit management, and marketing. (ME-319)

Colectivo de Investigación para el Desarrollo Comunitario, A.C. (CIDECO), $55,997, to provide technical assistance in production and marketing to women's enterprises; and to provide capital and technical assistance to the supply warehouse for CIDECO's food-distribution system. (ME-327)

Unión de Comunidades del Valle, A.C., $72,930, to maintain a rotating credit fund for community projects in agroindustry and agriculture; to build a warehouse for a network of consumer supply stores; and to establish a tree nursery, for 95 communities of Otomi Indians in the Mezquital Valley of Hidalgo State. (ME-331)

Coalición de Ejidos de la Costa Grande de Guerrero, $88,480, to consolidate efforts to market toasted and ground coffee in the Mexican market. (ME-335)

Instituto Maya, $60,000, to maintain a small project-development fund for marketing efforts, studies for income-generating ventures, technical assistance, and training and exchange visits for rural and urban membership organizations. (ME-337)

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Office for the Southern Cone

ARGENTINA

New Grants

Centro de Estudios de Estado y Sociedad (CEDES), $76,550 over 18 months, to evaluate the results of self-help strategies of low-income Buenos Aires residents in the fields of health, habitat, and culture. (AR-274)

Centro Andino de Desarrollo, Investigación, y Formación (CADIF), $142,025 over three years, to provide technical and organizational support to 160 families in seven Kolla Indian communities of the department of Yavi, province of Jujuy; and to improve production and marketing of wool, meat, hides, and woven crafts as a way to augment family incomes. (AR-277)

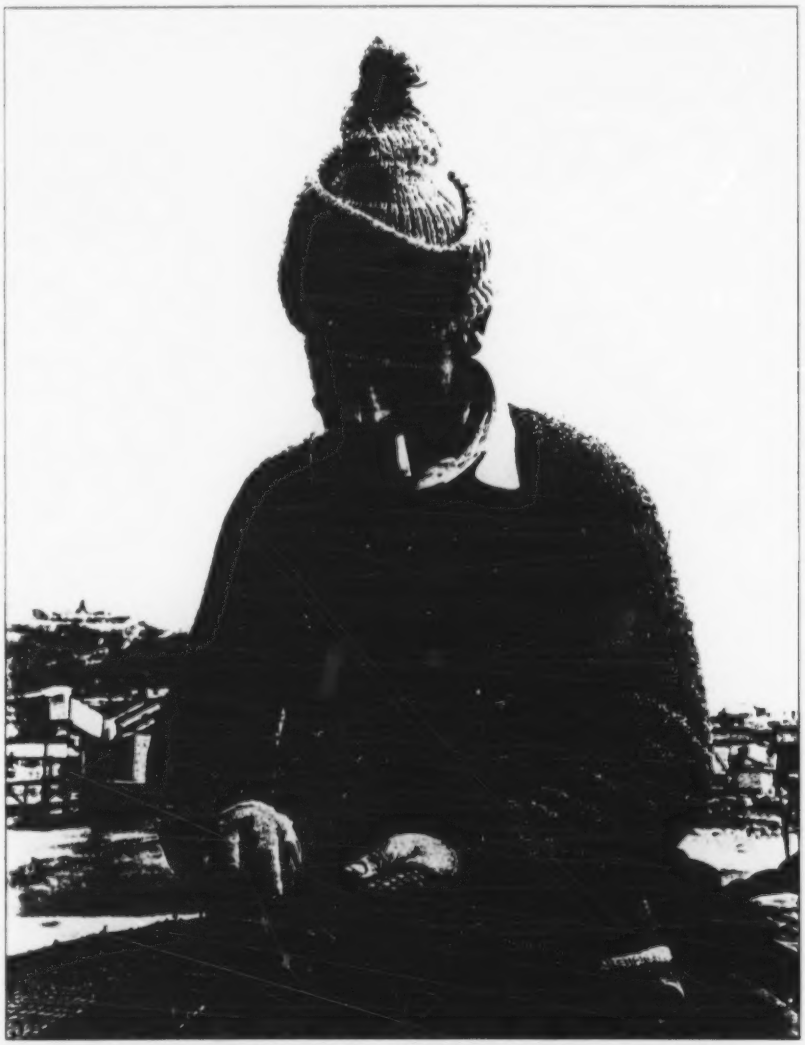
DEMOS, $61,140 over two years, to strengthen community participation in a low-income community of 2,000 families in the city of Resistencia by conducting a needs assessment with community help, holding leadership-training workshops, and helping groups within the community manage ten microprojects. (AR-287)

COFIRENE Banco de Inversión, S.A., $203,000 over two years, to strengthen clothing and leather microenterprises in the northeastern cities of Corrientes and Resistencia by providing credit and technical assistance to approximately 270 microfirms and up to four associated ventures. (AR-288)

Centro de Investigación y Perfeccionamiento en Administración Cooperativa (CIPAC), $113,000 over three years, to provide organizational and technical support to five communities in Córdoba Province to improve, expand, and diversify agriculture and livestock production and marketing, benefiting approximately 300 families. (AR-289)

Servicio Universitario Mundial-Comité Nacional Argentina (SUM-CNA), $63,500 over two years, to train 160 women working in community-based day care centers in the province of Buenos Aires; to provide workshops to parents and community leaders on child health and welfare; and to hold two annual conferences. (AR-290)

La Cooperativa de Vivienda, Trabajo, Consumo Agrícola, y Servicios Asistenciales "La Merced," Ltda., $40,730 over two years, to provide irrigation and year-round



Marcelo Montecino

An artisanal fisherman mends his net. In 1991, Chile passed the Ley de Pesca which regulates fishing in coastal waters. The Grupo de Estudios Pesqueros, a current IAF grantee, is working to guarantee that local fishing organizations participate in managing marine resources and have a voice in the decisions affecting them.

12

production on a community farm, directly benefiting 33 farm employees and indirectly benefiting approximately 1,000 community members purchasing farm produce at cost. (AR-291)

Supplemental Grants over $10,000

Programa Hábitat (PROHA), $19,560, to cover budgetary shortfalls caused by inflation and a weak dollar to enable PROHA to complete a diagnostic study of squatter settlements, publish a bulletin, and provide technical assistance for habitat improvement. (AR-224)

Asociación Comunidades Mapuches Neuquinos and **Obispado de Neuquén**, $10,000, to create an operational capital fund for marketing wool and goat hides, and to reprogram line items. (AR-228)

Centro de Estudios Urbanos y Regionales (CEUR), $28,577, to finish impact assessments of 24 housing projects in Argentina and present the final summary report at a national seminar in Buenos Aires; and to complete a revised version of a catalog of alternative housing projects. (AR-250)

Centro Vecinal de Volcán, $28,900, to provide increased management and technical services to a cold storage/meat marketing business; and to expand its organizational and technical training services to complete activities planned in the development of a cooperative for livestock producers. (AR-255)

Movimiento Agrario Formoseño (MAF), $12,852, to carry out a training program in organization-building and production techniques that focuses on crop diversification; and to complete basic weatherproofing of a building to be used for training, marketing, and administration. (AR-257)

Asociación de Artesanos y Productores Agro-Ganaderos de Cobres, $14,845, to replace funds lost to inflation and to complete ongoing project activities; and to fence demonstration plots so as to control grazing and allow the introduction of livestock feed alternatives. (AR-260)

Servicio Habitacional y de Acción Social (SEHAS), $152,805, to help over 30 neighborhood groups in Córdoba improve local living conditions, to meet shortfalls in the original project, and to cover an additional year of activities that will place greater emphasis on learning and dissemination of SEHAS's methods. (AR-268)

Centro Ecuménico de Acción Social (CEAS), $13,000, to complete a housing project being carried out in the province of Buenos Aires by covering unforeseen expenses for electrical wiring and lighting; and to cover the production of a video. (AR-270)

Centro de Comunicación Popular y Asesoramiento Legal

Eduardo Gil

Teachers and trainees work side by side at a community-run preschool sponsored by the Servicio Universitario Mundial-Comité Nacional Argentina. This project will train over 150 women to staff neighborhood day care centers and advise parents about health, nutrition, and childrearing.

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Development Financing, Grassroots Style

Combining market-oriented realism with a strong commitment to the social dimension of development is the hallmark of the Fundación Uruguaya de Cooperación y Desarrollo Solidarios (FUNDASOL). This unusual hybrid organization works hard and creatively to balance a variety of sometimes competing interests. On the one hand, it is an alternative financial institution making loans to grassroots cooperatives. On the other, it is a confederation of seven production and service federations with different needs and constituencies joining forces to increase their impact.

FUNDASOL was established in 1978, but its life as an alternative financial institution began in 1982 with an infusion of loan funds through an innovative "third-party payback" system. The IAF awarded a $1 million grant to the Central Lanera Uruguaya, with the understanding that it would pay back the grant to FUNDASOL to capitalize new short-and medium-term loans. Other international donors also provided FUNDASOL with loan funds.

Over a ten-year period, FUNDASOL has combined donations from the IAF and other organizations, third-party paybacks like the Central Lanera arrangement, and interest earnings to build a portfolio that has grown from 6 loans totaling $36,000 in 1982-83 to 77 loans valued at $1.3 million in 1990-91. During the period March 1982 to February 1991, FUNDASOL made 352 loans worth $8.7 million to member cooperatives.

Cooperatives benefiting from FUNDASOL loans have used the money for such diverse purchases as fish-packing crates, honey jars, trucks, tractors, sheep, cattle, and pigs; they have used it to finance construction projects, to form investment packages for new ventures, and to enable cooperatives to repay commercial loans.

A 1988 study compared FUNDASOL's credit program with the special development-financing program of Uruguay's Banco de la República. FUNDASOL's interest rates are only about four or five percentage points below the Banco de la República. Keeping the rates relatively high is part of FUNDASOL's market realism: if interest rates are too low, the fund will not be able to cover its costs and will gradually decapitalize.

FUNDASOL's program differs from that of the Banco in that FUNDASOL accepts as collateral the moral guarantee of the federation to which the credit-seeking cooperative belongs and weighs beneficiary need and the expected social impact of proposed projects. Also, FUNDASOL provides clients with technical assistance in designing the projects for which loans are made. In the all-important matter of how fast loans can be expedited, FUNDASOL requires only one to three weeks to disburse funds on approved loans compared with 10 to 20 weeks for the Banco de la República.

FUNDASOL has had a substantial impact at the grassroots level in Uruguay. Together its member federations represent more than 50 percent of rural farm establishments in Uruguay and 100 production cooperatives in the urban sector of the economy. Member federations include the Asociación de Colonos del Uruguay, representing some 175 new agricultural communities; Central Lanera Uruguaya, which markets 8 to 10 percent of Uruguay's wool exports for 3,000 wool producers; CALFORU, a service federation for marketing the fruits, vegetables, and honey produced by two-thirds of the small farmers in Uruguay; Central de Cooperativas de Carnes, marketing beef for 3,000 mostly small-scale producers; the Comisión Nacional de Fomento Rural, representing about 80 societies of small farmers and several cooperatives; Manos del Uruguay, the nation's leading textile industry, made up of some 800 women artisans in 18 rural cooperatives with a marketing and service center in Montevideo; and, finally, the Federación de Cooperativas de Producción del Uruguay, the only urban federation.

FUNDASOL shows no tendency to rest on its laurels. It faces challenges from within and without. How can weaker members of the confederation be assisted? How many members can FUNDASOL incorporate without spreading itself too thin? What can FUNDASOL do about regional economic integration set for January 1995, when Uruguay, Paraguay, Argentina, and Brazil establish a free-trade zone with totally open economies? How will FUNDASOL help grassroots cooperatives to thrive in what will be a more competitive system without abandoning their social development agendas? These and other questions are absorbing FUNDASOL as it continues to grow and to sharpen its ability to serve Uruguay's grassroots cooperatives. (UR-138)

— Chris Krueger

(In preparing this profile, the author drew on a case study of FUNDASOL in Evaluating the Impact of the Inter-American Foundation: Case Studies of Eight Projects from the IAF Portfolio, *by J.M.Avina and A.R. Lessik, IAF, 1988.)*

(CECOPAL), $15,062, to cover losses due to inflation and exchange rate fluctuations to enable CECOPAL to complete originally programmed activities—training community groups in home gardening through the establishment of a training and demonstration center. (AR-284)

Cooperativa de Trabajo Hijas de María Pueblo, Ltda., $21,000, to purchase an office with kitchen space that will allow the cooperative to operate and expand its food catering business. (AR-285)

Kathryn Shaw

A rancher herds newly sheared sheep to pasture near Sarandí del Yí, Uruguay. The Central Lanera Uruguaua represents 3,000 small wool producers and is a cofounder of FUNDASOL, a cooperative bank servicing half the nation's farms.

CHILE

New Grants

Consejo de Desarrollo Andino (CDA), $50,000 over 18 months, to establish a rural development fund to finance projects up to $5,000 in agricultural production, economic and social organization, and cultural revitalization among the Aymara population in Region I. (CH-464)

Red de Información de los Derechos de la Mujer (RIDEM), $41,200 over two years, to establish 20 neighborhood information centers that will educate women's groups in Santiago about changing laws and procedures for access to health care and other services. (CH-466)

Colectivo de Atención Primaria, $122,700 over three years, to conduct a program of training, organizational support, evaluation, and networking among community health groups and health professionals in the public and nongovernmental sectors, in order to promote a more participatory, community-oriented, and preventive approach to health care. (CH-467)

Programa de Economía del Trabajo (PET), $101,700 over one year, to expand its program of technical support, credit, and training to informal urban economic enterprises, and to analyze and disseminate the results from its programs. (CH-468)

Centro de Profesionales para la Acción Comunitaria (CEPPAC), $60,440 over two years, to provide technical and organizational assistance with income generation, nutrition, and primary health care to 38 base groups with 630 members; and to assist local development in the municipality of San Bernardo in southwestern metropolitan Santiago. (CH-470)

Federación Regional de Cooperativas Campesinas de Aconcagua-Valparaíso (QUINTACOOP), $109,900 over three years, to establish a commercial beekeeping and cooperative development project, benefiting 500 rural women and youth in Región V. (CH-471)

Grupo de Estudios Pesqueros (GEP), $91,048 over three years, to train three regional teams of development professionals and leaders of fishing organizations in the design and administration of artisanal fishing projects. CH-473)

Centro de Investigación y Acción en Salud Poblacional (CIASPO), $83,000 over three years, to train 40 volunteers in epidemiological surveys, disease detection and control, and health education; and to organize a committee to manage health resources and services, conduct disease prevention programs, and evaluate local primary health services. (CH-474)

Corporación de Salud y Políticas Sociales (CORSAPS), $62,000 over two years, to conduct a study of a local primary-health system in La Florida, a municipality of 360,000 inhabitants in Santiago; and to develop a case study of La Florida and recommend policy and programmatic changes in the community's control of its primary health care. (CH-475)

Supplemental Grants over $10,000

Vicaría Zona Norte, $13,655, to enable 30 neighborhood recreation and child-development groups to attain greater self-sufficiency. (CH-384)

Programa de Economía del Trabajo (PET), $58,515, to continue training and advising urban productive enterprises, housing associations, and mutual-aid efforts. (CH-394)

Centro Canelo de Nos, $99,400, to continue training and supervising paralegal volunteers who inform and assist farm workers, Indian communities, and women's organizations about laws and procedures affecting them; and to provide seminars on legal issues faced by grassroots organizations for law students in three Santiago universities. (CH-396)

Centro de Capacitación y Experimentación en Tecnología Apropiada (TEKHNE), $55,769, to train promoters in appropriate technology related to small businesses, household economies, and community development activities. (CH-430)

SUR Profesionales Consultores, Ltda., $30,000, to continue Casa del Temporero, a program serving seasonal farm workers in Chile's fruit-growing Aconcagua Valley. (CH-444)

Escuela de Trabajo Social (ETS), $15,000, to continue training social workers in local development methods; and to continue organizing base groups in two of Santiago's poorest areas. (CH-447)

CORDILLERA, Programa para el Desarrollo Comunal, $144,621, to support local development initiatives in southeastern Santiago; to provide job training and promote business development; and to offer a program of basic education and cultural development that especially targets women, youth, and the elderly. (CH-448)

Comisión de Investigación en Agricultura Alternativa (CIAL), $30,000, to establish two experimental stations at Chilean universities where academics, students, and CIAL professionals will test and improve techniques for sustainable agriculture. (CH-449)

Federación Regional Agrícola y Ganadera de Aysén, $29,600, to continue existing activities; and to implement two new activities: a potato production project and training courses in wool production and weaving. (CH-450)

Centro de Educación y Tecnología (CET), $120,400, to continue a projected five-year program that provides training in sustainable agriculture for low-income urban and rural residents and for development technicians. (CH-457)

Centro de Investigación y Desarrollo de la Educación (CIDE), $103,000, to continue a projected five-year program of adapting and applying CIDE training programs for campesinos and the urban poor to new civic and economic opportunities in the changed social setting brought about by Chile's return to democracy. (CH-458)

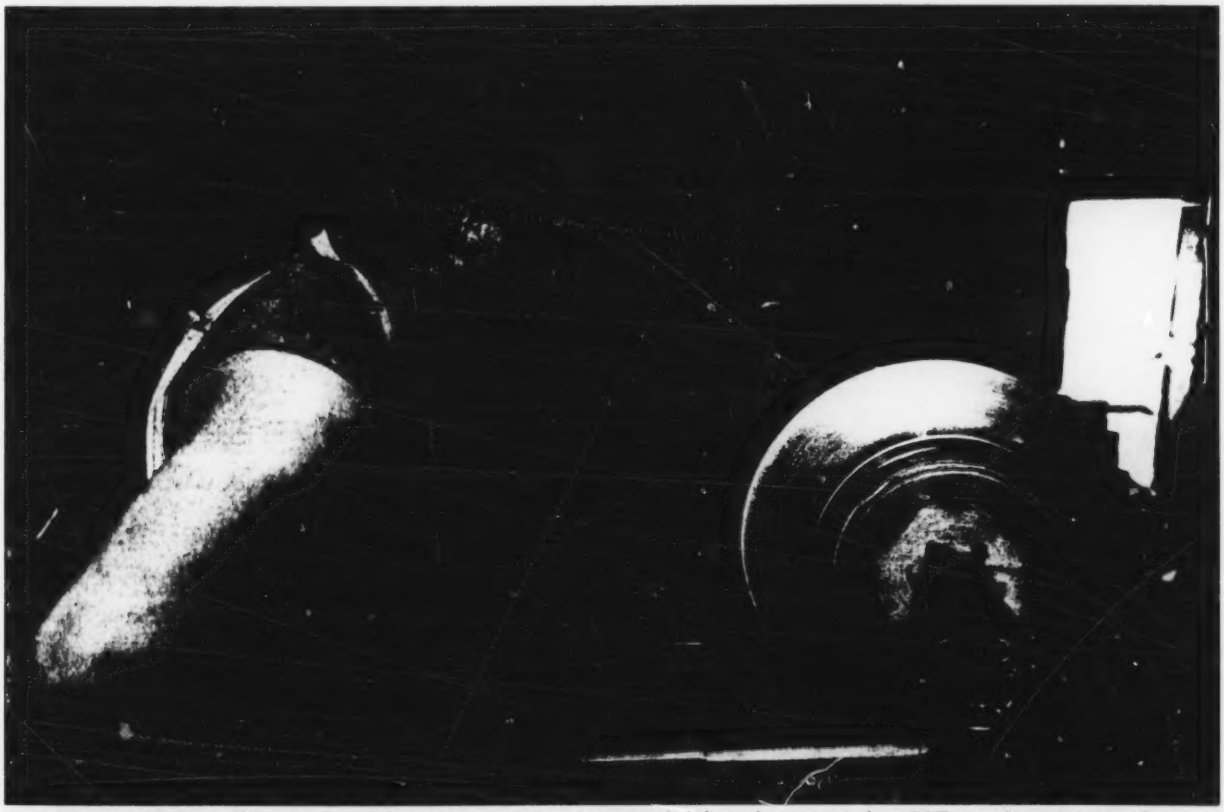
Vicaría de la Solidaridad, $20,000, to conduct a national artisan crafts fair to increase marketing opportunities for small-scale crafts producers and urban microenterprises. (CH-461)

Equipo de Vivienda y Gestión Local (EVGL), $67,120, to continue a projected multiyear program to increase the abilities of urban neighborhoods to plan and carry out community improvement actions in collaboration with government, private enterprise, and other institutions; and to evaluate and disseminate its experience. (CH-463)

PARAGUAY

New Grants

Organización para el Desarrollo Integral del Campesino (OPDIC), $125,680 over two years, to help ten local and two regional groups in



Miguel Savage

A machinist in Santiago, Chile, grinds metal parts in a workshop that expanded through assistance from PET, a credit, training, and technical support program for urban microenterprises.

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Paraguarí open consumer stores, extend credit for rural microindustries, and provide technical assistance and training in health, soil conservation, and program management, benefiting over 200 small-farmer families. (PY-148)

Organización Campesina de Repatriación (OCAR), $16,895 over one year, to increase family incomes and savings, open four consumer stores, and furnish loans to 49 households to expand poultry production; and to provide OCAR itself with periodic training and services in poultry production, store management, and loan fund administration. (PY-149)

Centro Paraguayo de Cooperativistas, $172,300 over one year, to provide training, technical assistance, and credit to a combination of rural committees, peasant organizations, and social movements to help them improve their access to services and information and strengthen their organizations. (PY-150)

Fundación Paraguaya de Cooperación y Desarrollo, $218,015 over two years, to initiate a new program of loans and technical support to rural microenterprises in three departments of Paraguay; and to study the impact of the Fundación's support to urban microenterprises. (PY-151)

Supplemental Grants over $10,000

Centro Paraguayo de Cooperativistas (CPC), $49,747, to continue working with subregional organizations and committees of small-scale farmers; to organize 15 new committees of small farmers into two subregional groups in Numi and Itapé; and to provide organizational assistance to a newly formed regional organization. (PY-128)

Centro de Estudios y Formación para el Ecodesarrollo (Alter Vida), $103,185, to consolidate organic gardening, commercial production of handicrafts, youth theater, and self-help housing projects, benefiting approximately 230 families; and to train women in day care administration, health, and organizational development. (PY-131)

Paul Griffin

Pedro Martínez, member of a comité affiliated with CPC's program to diversify family diets and cash-crop production, harvests calabaza, *or squash, from his field near Itapé, Paraguay.*

BASE/Investigaciones Sociales (BASE/IS), $16,715, to transfer responsibility for managing an animal feed plant, and for providing marketing and animal sanitation services to a small community organization located in Emboscada, near Asunción. (PY-138)

BASE/Educación, Comunicaciones, Tecnología Alternativa (BASE/ECTA), $21,100, to allow BASE/ECTA to complete a study of the socioeconomic conditions of rural women living in Caaguazú Department. (PY-139)

Sociedad de Análisis, Estudios, y Proyectos (SAEP), $95,020, to administer a local development fund, and, in conjunction with the IAF, to approve at least 17 new projects during the course of the amendment. (PY-140)

Servicio de Educación Popular (SEDUPO), $35,605, to prepare a simple, nonformal educational curriculum for rural cooperatives to use in stimulating better communication among members and in

training leaders; and to continue refining indicators to measure the results of SEDUPO's educational services. (PY-143)

URUGUAY

New Grants

Comisión Nacional de Fomento Rural (CNFR), $110,160 over two years, to provide training and technical assistance to 20 member organizations; to identify and assist 15 local self-help initiatives; and to form four regional networks among 120 member organizations representing 25,000 small-scale farmers. (UR-149)

Movimiento de la Juventud Agraria, $52,000 over three years, to strengthen the field program and central administration of a loan program of the Inter-American Development Bank geared to agricultural production projects among rural youth. (UR-151)

Grupo de Estudios sobre la Condición de la Mujer en el Uruguay (GRECMU), $41,160 over 18 months, to help rural communities identify and implement projects that generate income and improve local services; and to continue promoting organic agriculture among schools and women's groups. (UR-152)

Central de Servicios para El Reciclaje de Residuos, $140,000 over two years, to operate a recycling center and to help 800 members of eight organizations of garbage workers in Montevideo and interior cities improve their incomes, their sanitary and health conditions, and the welfare of themselves and their families. (UR-153)

Confederación Uruguaya de Entidades Cooperativas (CUDECOOP), $11,500 over 15 months, to study the impact of cooperatives on the Uruguayan economy, recommend possibilities for their future development, and establish an economic data base that CUDECOOP will maintain for the benefit of the cooperative movement in Uruguay. (UR-154)

Unidad Técnica de Apoyo en Marketing y Desarrollo e Innovación del Producto, $53,100 over two years, to help artisans and microentrepreneurs resolve marketing problems by experimenting with raw materials, product lines, product components, and market niches, directly benefiting 250 clients. (UR-155)

Supplemental Grants over $10,000

Cooperativas Agrarias Federadas (CAF), $100,000, to provide rural cooperatives with training, technical assistance, and information services that will help them improve managerial and economic capacity, incorporate technological innovations, increase participation, and prepare for the Southern Cone Common Market to be initiated in 1995. (UR-108)

Foro Juvenil, $24,758, to provide technical assistance to 20 youth-owned microenterprises; to begin a campaign aimed at extending its services to more than 200 microenterprises; and to test a mixed program of services and technical assistance to increase its own financial self-sufficiency. (UR-113)

Fundación Uruguaya de Cooperación y Desarrollo Solidarios (FUNDASOL), $130,000. See box on page 41. (UR-138)

Federación de Cooperativas de Producción del Uruguay (FCPU), $39,774, to continue a program of training in cooperative education and business management, technical assistance, and documentation for its 34 affiliated cooperatives; and to strengthen its new project division, which helps members with project formulation and evaluation. (UR-139)

Instituto de Promoción Económico Social (IPRU), $108,000, to consolidate its program of technical assistance, training, and organization building in metropolitan Montevideo and interior cities; and to strengthen its documentation and dissemination program on grassroots development in urban areas. (UR-142)

Latin American Regional Grants

New Grants

Unión de Pequeños y Medianos Productores de Café de México, Centroamérica, y el Caribe (UPROCAFE), $94,640 over 18 months, to carry out a program of technical assistance and marketing support for member organizations of small coffee producers in Mexico, Guatemala, Honduras, Nicaragua, Costa Rica, Panama, and the Dominican Republic. (LA-142)

Centro Latinoamericano de Tecnología y Educación Rural (CELATER), $33,000 over one year, to help Andean voluntary organizations transfer agricultural technology and research findings among small farmers through a seminar, case studies, and published reports. (LA-143)

Supplemental Grants over $10,000

Instituto Latinoamericano de Servicios Legales Alternativos (ILSA), $456,000, to administer a grant fund for facilitating training and networking among private organizations involved in grassroots development programs in Latin America and the Caribbean. (LA-138)

Consorcio Latinoamericano sobre la Agroecología y el Desarrollo (CLADES), $68,840, to allow the consortium to continue developing a curriculum for training staff of member institutions to implement sustainable, community-based rural development projects. (LA-139)

Fostering Practical, Problem-Solving Approaches to Grassroots Development

The Foundation's Fellowship Program celebrated its eighteenth anniversary in FY 1991 by launching a new fellowship program — the Dante B. Fascell Inter-American Fellowship Program — and by awarding the first Fascell grants to three distinguished grassroots development leaders. In addition, the Foundation's three long-standing academic fellowship programs supported 35 new fellows.

During its history, the IAF's Fellowship Program has played a unique role in fostering the grassroots development careers of over 600 fellows from nearly all countries in the Western Hemisphere. IAF fellows have strengthened nongovernmental development sectors in Latin America and the Caribbean as well as the network of U.S. organizations committed to grassroots development in this region. For example, former fellows have assumed such leadership positions in their home societies as executive directors of nongovernmental organizations (NGOs), development project managers, directors of applied research centers, university professors specializing in development topics, high-level government officials, and influential officials in international development organizations. The Foundation offers the only fellowship programs dedicated to expanding the cadre of grassroots development specialists in Latin America and the Caribbean.

In 1991, 38 fellowships were awarded to development practitioners, applied researchers, and scholars. These new fellows will pursue U.S. graduate education, conduct field research, or undertake dissemination activities on varied topics: ecologically sound development, health, food production and agriculture, enterprise development and management, cultural expression, and other development fields including NGO networks, street children, and women in development. Approximately 65 percent of the fellows are pursuing topics related to ecodevelopment, health, and agriculture.

By stressing practical solutions to obstacles in grassroots development, the Fellowship Program has fostered increased attention within the development and academic community on microlevel development in Latin America and the Caribbean. Practical, problem-solving approaches to grassroots development will continue to be emphasized during FY 1992.

The Foundation gave priority in 1991 to fellowships in four applied microdevelopment areas included, in the IAF learning agenda: the nature and dynamics of effective local organizations of the poor; the nature and roles of effective intermediary or "grassroots support" organizations; systematic appraisals of local development activities (ranging from microbusiness to marketing by small-scale agricultural producers); and emerging trends which affect the poor (ranging from the impact of redemocratization on nongovernmental development organizations to ecologically sound development approaches).

Priority was given to interdisciplinary approaches, contemporary problems, and empirical analysis. In addition to the social sciences concerned with development issues, emphasis was placed on the professions, physical sciences, and technical fields, since local development often emerges through activities in agriculture, appropriate technology, small business, and urban and rural planning.

The IAF offers four fellowship programs. The Dante B. Fascell Inter-American Program awards fellowships to Latin American or Caribbean leaders who have distinguished themselves in grassroots development and who will disseminate throughout the hemisphere their successful experiences in the field. This unique South-to-South program deals exclusively with public dissemination and communication and does not involve university enrollment. The next competition for this program will be held in 1993. (See the box on page 47 for short biographies of the first Fascell fellows.)

The U.S. Graduate Study Program for Latin American and Caribbean citizens supports professionals and applied researchers from development and research institutions in Latin America and the Caribbean whose work at the grassroots level would benefit from advanced study in the United States. In 1991, 13 fellowships were awarded in this program to men and women from 9 countries who have associated themselves with 11 universities in 8 U.S. states. Forty-seven percent of the Foundation's fellowship resources were allocated to this program.

The two Field Research Programs at the doctoral and master's levels support degree candidates enrolled in U.S. universities to conduct field research in Latin America or the Caribbean on grassroots development topics. Eleven fellowships were awarded in the doctoral program and 11 in the master's program for field research in 10 countries. The fellows, including four citizens of Latin American and Caribbean countries, were affiliated with 15 universities in 8 states. Thirty-four percent of the Foundation's fellowship budget supported these two programs.

The Dante B. Fascell Inter-American Fellows

In 1991, the first Fascell grants were awarded to three fellows for the initial 1991-93 period. The fellows, with their home institutions and dissemination goals, are:

Mary H. Allegretti, Instituto de Estudos Amazónicos, Curitiba, State of Paraná, Brazil.

The founder and current president of the Instituto de Estudos Amazónicos, Allegretti has accumulated a 20-year career as a development practitioner and applied researcher in nongovernmental organizations (NGOs) involved in environmental and Amazonian issues in Brazil. She pioneered the concept of "extractive reserves" — protected zones within rainforests where rubber-tappers and indigenous peoples can live, generate income, and simultaneously conserve the fragile tropical ecology. By disseminating "lessons learned" from her professional experience, she intends to expand public recognition of practical strategies that promote both development progress and environmental protection among rural and urban poor populations in Brazil.

Antonio Andaluz, Instituto Tecnológico Agrario Proterra (PROTERRA), Lima, Peru.

After working as a development practitioner and applied researcher in Peruvian NGOs, Antonio Andaluz founded PROTERRA in 1983 to promote ecologically sound approaches to rural development in Peru, and he continues to serve as its president today. During his 20-year career, he has created innovative strategies for agroecology in rural areas and "green belt" zones around Lima. He plans to assist development leaders and public policymakers in Peru and other Latin American countries to broaden their understanding of sustainable approaches that promote both environmental protection and rural grassroots development for poor populations in Peru.

Kathryn Shaw

Mary H. Allegretti, a Fascell fellow, visits IAF headquarters in Rosslyn, Virginia.

Arturo García, Coordinadora Nacional de Organizaciones Cafetaleras (CNOC), Atoyac de Alvarez, Guerrero, Mexico.

Although he is only 32 years old, Mexican agronomist Arturo García has helped organize the Coalición de Ejidos de la Costa Grande in the state of Guerrero, has served as the national permanent coordinator of CNOC, and has acted as the secretary of the board of directors of the Unión de Pequeños y Medianos Productores de Café de Centroamérica, México y el Caribe (UPROCAFE). García has developed an effective strategy for small-scale coffee producers that emphasizes increasing credit utilization from "campesino banks," augmenting productivity through technical assistance, expanding profits through aggressive marketing at regional and international levels, and improving internal organizational effectiveness. García intends to promote these concepts in other campesino sectors in Mexico and in other Latin American countries.

Review Committee Members

Dr. Gabriel Cámara, *Professor of Education, Universidad Nacional Autónoma de México, Mexico City.*
Dr. Amelia Cohn, *Vice President, Centro de Estudos da Cultura Contemporânea São Paulo, Brazil.*
Dr. Adolfo Figueroa, *Professor of Economics, Pontificia Universidad Católica del Perú, Lima.*
Ms. Mónica Jiménez de la Jara, *Director, PARTICIPA, Santiago, Chile.*
Dr. Francisco Leguizamón, *Academic Director, Instituto Centroamericano de Administración de Empresas, Managua, Nicaragua.*

To share information about the work of fellows and to help link institutions concerned with grassroots development issues, the Fellowship Program issued in 1991 The Reader's Guide to Grassroots Development Literature by IAF Fellows (which cites 280 dissertations, theses, journal articles, and books based on original field research supported by the Fellowship Program) and A Guide to Development and Research Institutions Associated with the IAF Fellowship Program from 1974 to 1991 (which lists 470 institutions involved in grassroots development). In addition, an anthology of 12 exceptional journal articles written by former doctoral fellows will be published in the coming year. The articles, based on studies conducted in eight Latin American or Caribbean countries, show what original field research can offer in the realm of solving grassroots development problems.

Miguel Savage

In Guatemala City, a group of seamstresses receives literacy training through the Centro de Integración Familiar, which promotes employment for local women.

U. S. Graduate Study Program for Latin American and Caribbean Citizens

Fellows with their home countries, home institutions, and U.S. universities (followed by degree program and discipline):

María Rosa Alayza (Peru): *Comisión Episcopal de Acción Social; Fordham University (Ph.D., Political Science).*

Rosa L. Amurrio, M.D. (Guatemala): *Instituto de Nutrición de Centro América y Panamá; Cornell University (M.S., Communications).*

Manuel E. Baldeón M.D. (Ecuador): *Consejo Nacional de Ciencia y Tecnología; University of Illinois at Urbana-Champaign (Ph.D., Health and Safety Studies).*

José M. Borrero (Colombia): *Fundación para la Investigación y Protección del Medio Ambiente; George Washington University (M.A., Environmental Law).*

Ercilia A. Doñé-Molina (Dominican Republic): *Columbia University (M.A., International Relations).*

Jesús J. Durán (Bolivia): *Servicios Múltiples de Tecnologías Apropiadas; Cornell University (Ph.D., City and Regional Planning).*

Rosa Garay-Flühmann (Chile): *Centro de Investigación y Planificación del Medio Ambiente; Yale University (M.S., Environmental Studies).*

Javier Molina (Nicaragua): *Instituto de Investigaciones Sociales, Universidad de Costa Rica; University of Wisconsin—Madison (Ph.D., Development Studies).*

Carlos A. Mora (Peru): *Centro de Investigación y Promoción Amazónica; University of Florida (Special master's-level program in sustainable development in the Amazon).*

Mauricio Pardo (Colombia): *Instituto Colombiano de Antropología; State University of New York at Binghamton (Ph.D., Anthropology).*

Paola Pérez-Alemán (Nicaragua): *Fundación Puntos de Encuentro; Massachusetts Institute of Technology (Ph.D., Urban Studies and Planning).*

Rosita A. Snagg (St. Vincent): *Ministry of Education, Youth & Women's Affairs; New Hampshire College (M.S., Community Economic Development).*

Carmen A. Valenzuela (Guatemala): *Facultad de Ciencias Médicas, Universidad de San Carlos de Guatemala; Columbia University (M.P.H., Public Health).*

Review Committee Members

Mr. Edmund Benner, *Inter-American Foundation.*

Dr. Antonio Octavio Cintra, *Professor of Political Science, University of Brasilia, Brazil.*

Dr. Florencia Montagnini, *Associate Professor of Tropical Ecology, Yale University.*

Dr. Marcia Rivera, *Director, Centro de Estudios de la Realidad Puertorriqueña, Hato Rey, Puerto Rico.*

Dr. Winnie Willis, *Associate Professor of Maternal and Child Health, San Diego State University.*

Field Research Program at the Doctoral Level

Fellows with their home countries, U.S. universities, disciplines, and dissertation titles:

Carl J. Bauer (U.S.A.), *University of California, Berkeley (Jurisprudence and Social Policy):* "Property Rights, Environment and Development: Water Law and Policy in South-Central Chile, 1981 to Present."

Allison Bingham (U.S.A.), *University of Connecticut (Anthropology):* "Behavior and Malaria: Risk Assessment Among Coffee Producers and Seasonal laborers in Chiapas, Mexico."

Walter de Oliveira M.D. (Brazil), *University of Minnesota (Education):* "A Study of Community-Based Youthwork with Street Children in Brazil: Understanding an Emergent Occupation."

Javier Díaz-Albertini (U.S.A.), *State University of New York at Stony Brook (Sociology):* "Political Strategies and Alternative Development: NGDO's and Local Governments in Lima, Peru."

David J. Dodds (U.S.A.), *University of California, Los Angeles (Anthropology):* "Livelihood in Conflict

with Conservation?: Land Use of Miskito Indians and Ladino Immigrants in the Río Plantano Biosphere Reserve of Eastern Honduras."

Lee A. Fitzgerald (U.S.A), *University of New Mexico (Biology):* "The Conservation Biology and Sustained Use of Tegu Lizards in Argentina."

Paulette G. Higgins (U.S.A.), *Duke University (Political Science):* "Improving Conditions for the Working Poor: Labor Unions and Redemocratization in Chile."

Michael T. McDonnell (U.S.A.), *University of Massachusetts at Amherst (Economics):* "The Viability and Sustainability of Ecuadorian Agricultural Cooperatives."

Scott B. Martin (U.S.A.), *Columbia University (Political Science):* "New Union Movements and Economic Restructuring in Brazil and Mexico: A Comparative Study."

Suzan M. Sawyer (U.S.A.), *Stanford University (Anthropology):* "Indigenous Organization and Sustainable Land Management in the Ecuadorian Amazon Frontier."

José I. Távara (Peru), *University of Massachusetts at Amherst (Economics):* "From Survival Activities to Industrial Strategies: Local Systems of Inter-Firm Cooperation in Peru."

Review Committee Members

Rev. Ernest Bartell, *Professor of Economics and Executive Director of the Helen Kellogg Institute for International Studies, University of Notre Dame.*

Dr. Jane T. Bertrand, *Associate Professor of Applied Health Sciences, Tulane University.*

Dr. Gabriel Cámara, *Professor of Education, Universidad Nacional Autónoma de México, Mexico City.*

Dr. Heliodoro Díaz-Cisneros, *Professor of Agronomy, Colegio de Postgraduados, Chapingo, Mexico.*

Dr. Billie Jean Isbell, *Professor of Anthropology and Director of the Latin American Studies Program, Cornell University.*

Dr. Mitchell Seligson, *Professor of Political Science and Director of the Center for Latin American Studies, University of Pittsburgh.*

Mr. Bradford Smith, *Inter-American Foundation.*

Dr. Scott Whiteford, *Professor of Anthropology and Director of the Center for Latin American and Caribbean Studies, Michigan State University.*

Field Research Program at the Master's Level

Fellows with their home countries, U.S. universities, disciplines, and master's paper titles:

Ana María Bejarano (Colombia), *Columbia University (Political Science):* "Violence and Peasants in Colombia."

Richard C. Boly (U.S.A.), *University of California, San Diego (Pacific and International Affairs):* "How Do Migrant Remittances and the Social Factors of the Recipient Communities Combine to Create Either Dependency or Self-Sustaining Growth?" (Ecuador)

Miguel Carter (U.S.A.), *Columbia University (Political Science):* "Peasant Movements and the Paraguayan Catholic Church."

Jorge A. Huarachi (Peru), *University of Tennessee (Agricultural Economics):* "Milk Marketing in Peru's Jequetepeque Valley."

Robin R. Kozloff (U.S.A.), *University of California, Davis (International Agricultural Development):* "Campos Elevados: Information and Community Control in Agricultural Change." (Bolivia)

Margaret M. McKee (U.S.A.), *University of California, Davis (International Agricultural Development):* "Community Organizations and the Management of Forests in Central Mexico."

Janet M. Page Reeves (U.S.A.), *City University of New York (Anthropology):* "Beyond Economics: Women and Petty Commodity Production in Cochabamba, Bolivia."

Daniela M. Peluso (U.S.A.), *Columbia University (Anthropology):* "The Role of Women: Health Care and the Negotiation of Gender in Madre de Dios, Peru."

Kathryn Pitkin (U.S.A.), *University of California, Los Angeles (Public Health):* "The Balancing Act: Women's Multiple Roles and Family Health Among the Urban Poor in Quito, Ecuador."

Gabrielle Watson (U.S.A.), *Massachusetts Institute of Technology (City Planning):* "Successful Strategies for Physical Infrastructure Provision in the Urban Periphery of São Paulo, Brazil."

Timothy R. Wright (U.S.A.), *University of California, Los Angeles (Public Health and Latin American Studies):* "Village vs. Institutional Expectations of Community Health Workers (CHWs) in Rural Quechua Communities in Bolivia."

Review Committee Members

Dr. William Ascher, *Professor of Public Policy Studies and Political Science and Co-Director of the Center for International Development Research of the Institute of Policy Sciences, Duke University.*

Dr. Kevin Healy, *Inter-American Foundation.*

Ms. Julie Sutphen Wechsler, *Inter-American Foundation.*

Dr. Guillermina Valdés-Villalva (Deceased)
Director, Dirección General de Asuntos Externos, El Colegio de la Frontera Norte, Ciudad Juárez, Mexico.

Annual Application Deadlines for Academic Fellowships

U.S. Graduate Study Program for Latin American and Caribbean Citizens Feb. 15

Field Research Programs:
Doctoral Level Dec. 1
Master's Level Mar. 1

For information and applications, write:
IAF Fellowship Programs
P.O. Box 9486
Arlington, Virginia
22219-0486
U.S.A.

Books about Groups Supported by the IAF

Direct to the Poor, edited by Sheldon Annis and Peter Hakim. An anthology of articles excerpted from *Grassroots Development* (Lynne Reinner Publishers, 948 North Street, #8, Boulder, Colorado 80302, 1988).

Development and Dignity, Patrick Breslin. A study of the Foundation's first 15 years from the point of view of Latin American and Caribbean observers and grantees (IAF, 1987). Spanish version: *Desarrollo y Dignidad* (IAF, 1990).

Hopeful Openings, Sally Yudelman. A study of five Latin American women's organizations (Kumarian Press, 630 Oakwood Avenue, #119, West Hartford, Connecticut 06110, 1987). Spanish version: *Una Apertura a la Esperanza* (IAF, 1988).

Getting Ahead Collectively: Grassroots Experiences in Latin America, Albert O. Hirschman. An eyewitness account and comparative analysis of 45 IAF-funded projects in six Latin American countries (Pergamon Press, Maxwell House, Fairview Park, Elmsford, New York 10523, 1984). Spanish version: *El Avance en Colectividad* (Fondo de Cultura Económica, Editorial Melo, S.A., Avenida Año de Juárez 226-D, Granjas San Antonio, 09070 Mexico, D.F., 1986). Portuguese version: *O Progresso em Coletividade* (IAF, 1987).

Grassroots Development in Latin America and the Caribbean: Oral Histories of Social Change, Robert Wasserstrom. Oral histories of seven IAF-supported organizations (Praeger Publishers, 521 Fifth Avenue, New York, New York 10175, 1985).

Forthcoming in 1992: Kumarian Press will publish *Supporting the Grassroots: Performance of Intermediary NGOs* by Thomas Carroll, a field-based study of nongovernmental organizations working effectively in grassroots development; and the Pan-American Health Organization will publish *Health Care for the Poor in Latin America and the Caribbean* by Carmelo Mesa-Lago, an analysis of healthcare policy in the region, with an emphasis on creative, grassroots-level approaches.

Country Focus Series

The Art of Association: NGOs and Civil Society in Colombia, Marion Ritchey Vance. Describes the evolution of NGOs in Colombia and their important role today in giving the poor a stake in their society and a voice in how the resources and power of that society are used (1991). Spanish version: *El Arte de Asociarse: Las ONG y la Sociedad Civil en Colombia* (1992).

The Small Farmer Sector in Uruguay: A Partnership in Development Cooperation, Cynthia L. Ferrin. Discusses how small farmers have made a "comeback" with the assistance of cooperatives, marketing, and representative organizations (1989). Spanish version: *El Sector de los Pequeños Productores Agropecuarios del Uruguay: Socio para el Desarrollo* (1990).

Monographs and Special Papers

Evaluating the Impact of Grassroots Development Funding, Jeffrey A. Avina. Describes an evaluation methodology employing both qualitative and quantitative indicators developed through field-based evaluations of eight IAF-supported projects (1991).

The Inter-American Foundation and the Small- and Micro-Enterprise Sector, Robert G. Blayney and Diane B. Bendahmane. Some important lessons drawn from the Foundation's experience in the urban informal sector (1988).

Inter-American Foundation Directory of Fellows: 1974-1986. Information on 402 recipients of Foundation fellowships for field research in Latin America and the Caribbean, and for graduate study in the United States (1987).

Urban Informal Sector and Small-Scale Enterprise, Bishwapriya Sanyal and Cynthia L. Ferrin. An exploration of how the informal sector and "microentrepreneurial activity" intersect (1986).

What to Think about Cooperatives: A Guide from Bolivia, Judith Tendler in collaboration with Kevin Healy and Carol Michaels O'Laughlin. A comparative analysis of four networks of Bolivian peasant associations that challenges conventional thinking on cooperatives (1983).

In Partnership with People: An Alternative Development Strategy, Eugene J. Meehan. Interviews, field visits, project case studies, and discussions with staff that describe the IAF's approach to development (1978).

They Know How. A synopsis of insights gained from IAF experience in supporting the initiatives of Latin American and Caribbean organizations during the agency's first five-year period (1976). Spanish version: *Ellos Saben Como* (1976). Portuguese excerpt: *O Insucesso Como Meio de Aprendizado* (1989).

Grassroots Development, the journal of the Inter-American Foundation, reports on the experiences of IAF grantees and analyzes development issues of concern to the IAF. It is published three times a year in English, Spanish, and Portuguese. To receive *Grassroots Development* or books or monographs published by the IAF, write to the Inter-American Foundation, Publications Office, Ballston Metro Center, 901 N. Stuart Street, 10th Floor, Arlington VA, 22203.

Latin American Occasional Paper Series

Ethnicity and Development in Chile: The Work of SOPRODER and TER, Alaka Wali (1989).
Fondos Rotatorios Rurales: Análisis de Nueve Experiencias de Fondos Rotatorios en Chile, Arno Klenner M. and Luis Rivera C., published by the Programa de Economía del Trabajo (1989).

Los Procesos de Transferencia en los Proyectos de Acción Social: Gestión y Control de Recursos y Conocimiento, Sergio Martinic and Horacio Walker (1989).

Videos

The Women's Construction Collective of Jamaica (13 minutes). The story of 35 unemployed women selected from the poorer neighborhoods of Kingston and trained in construction trades (1986). Spanish version: *La Colectiva Femenina de Construcción de Jamaica.*

Alpacas: An Andean Gamble (28 minutes). The peasant community of Aquia, Peru, bets on its future by repopulating its communal highlands with alpacas (1988). Spanish version: *Alpacas: El Reto Andino.*

Teachers' guides are available for all IAF videos.

To purchase a copy of a video, send check or money order for $22.95 to West Glen Communications, Inc., 1430 West Broadway, New York, New York 10018. To borrow a copy at the cost of return postage, write to Modern Talking Picture Service, 5000 Park Street North, St. Petersburg, Florida 33709.

Funds Available to the Foundation

The United States Congress annually appropriates funds for use by the Inter-American Foundation pursuant to the Foreign Assistance Act of 1961, as amended. These funds make up over 65 percent of the Foundation's annual budget. The Foundation's other funding source is the Social Progress Trust Fund of the Inter-American Development Bank. The Fund consists of the repayment of loans originally made by the United States Government under the Alliance for Progress to various Latin American and Caribbean governments and institutions. The Foundation has access to the Fund pursuant to legislation enacted by the United States Congress in 1973.

Miguel Salazar

An Otomí Indian mother in Mexico carries her child while herding the family's sheep to pasture. Her community now has access to a rotating credit fund to process and market farm products.

Congressional Appropriations

Congressional Appropriations are used for both program and administrative expenses. Congress appropriates money annually for a fiscal year that runs from October 1 through September 30.

FY 1970-1978	$50.0 million
FY 1979	$10.0 million
FY 1980	$12.6 million
FY 1981	$15.8 million
FY 1982	$12.0 million
FY 1983	$14.0 million
FY 1984	$13.0 million
FY 1985	$12.0 million
FY 1986	$11.5 million
FY 1987	$11.8 million
FY 1988	$13.0 million
FY 1989	$16.6 million
FY 1990	$16.9 million
FY 1991	$25.0 million
FY 1992	$25.0 million*

**Authorized under a continuing Congressional resolution.*

Social Progress Trust Fund

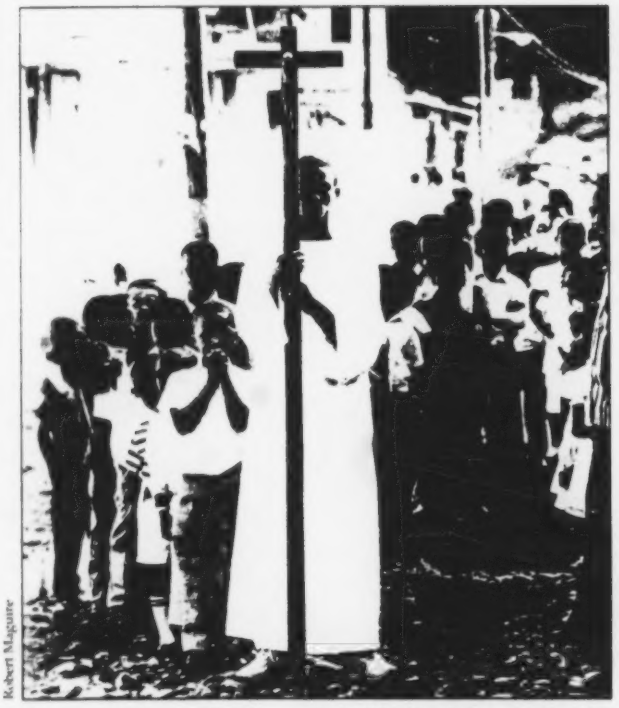
Social Progress Trust Fund resources are used for program expenses. The funds are available in the national currencies of 18 countries in which the Foundation supports projects; in each case the currency is used only for the benefit of the country of origin. Funds are used to finance activities in agriculture, education and training, health, housing, land use, small business, and technical assistance.

1974-1976	$31.0 million
1977-1979	$48.0 million
1980-1982	$48.0 million
1983-1985	$48.0 million
1986-1988	$48.6 million
1989-1991	$44.1 million
1992-1994	Currently under negotiation.

GRANTS BY COUNTRY FY 1991

	1991 Grants			Cumulative Grants 1972-1991	
	New Grants	Grant Supplements	Amount* ($ in thousands)	Total Grants	Total Amount ($ in thousands)
Office for the Andean Region	38	67	6,624	798	93,971
Bolivia	7	19	1,300	188	20,114
Colombia	14	13	1,510	250	28,277
Ecuador	6	16	1,572	127	13,612
Peru	5	14	1,504	180	26,419
Venezuela	6	5	738	53	5,549
Office for Brazil	13	25	2,375	283	22,984
Office for the Caribbean	25	18	2,756	326	39,371
Anguilla	-	-	-	1	3
Antigua and Barbuda	-	-	-	8	507
Bahamas	-	-	-	7	144
Barbados	-	-	-	10	836
Dominica	2	1	84	74	2,223
Dominican Republic	13	6	1,069	150	13,739
Grenada	-	1	23	17	540
Guyana	-	-	-	7	294
Haiti	5	4	642	94	8,859
Jamaica	2	-	166	54	3,370
Montserrat	-	-	-	1	3
Netherlands Antilles	-	-	-	2	126
St. Kitts and Nevis	-	-	-	6	541
St. Lucia	-	4	72	10	487
St. Vincent	1	-	61	12	746
Suriname	-	-	-	3	347
Trinidad and Tobago	-	1	38	11	575
Turks and Caicos	-	-	-	2	12
Caribbean Regional	2	1	601	57	6,019
Office for Central America I	39	37	4,206	479	39,381
Belize	4	5	278	67	2,741
Costa Rica	16	13	1,006	178	11,344
Guatemala	9	12	1,391	124	12,729
Honduras	10	7	1,531	110	12,567
Office for Central America II	38	14	3,797	257	30,241
El Salvador	14	8	1,223	79	9,462
Nicaragua	9	1	1,116	70	9,229
Panama	15	5	1,458	108	11,550
Office for Mexico	15	14	2,165	236	23,470
Office for the Southern Cone	26	38	4,206	619	82,289
Argentina	7	11	1,019	178	18,476
Chile	9	15	1,515	223	36,536
Paraguay	4	7	862	109	13,912
Uruguay	6	5	810	109	13,365
Latin American Regional	2	4	653	109	6,878
TOTAL	196	217	26,782	3,307	338,585

**Includes grants and supplements.*



Robert Maguire

During its 21 years of existence, the IAF has funded many church-sponsored development activities in Haiti and throughout the hemisphere, including projects for education, healthcare, and training.

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Applying for a Grant

The Inter-American Foundation responds to proposals from nongovernmental organizations in Latin America and the Caribbean. Foundation grants complement local resources for self-help programs and projects that benefit and involve people of low incomes and limited opportunities. Project activities should ultimately be sustainable beyond the period of the Foundation's grant and offer promise for demonstration, expansion, or replication in other settings.

Organizations interested in submitting a proposal for Foundation funding are encouraged to obtain an initial reaction to their project by sending a brief letter of inquiry, preferably three to five pages. The letter should contain the following information:

- **Organizational Information:** A description of the group that will implement the project, including its history and current activities, structure and staff, sources of financing, and relationships with other institutions;
- **Project Background:** The background of the proposed project, including its origin and objectives, and the significance of the problems it would help solve;
- **Project Activities:** A description of the project activities, including the time frame and intended beneficiaries; and
- **Budget:** The funds needed for the project, including the amount requested from the Foundation as well as funds available from the organization itself and other sources.

If the above information fits within the IAF country program and budget, then a full proposal will be requested. It normally takes four to six months for the Foundation to reach a decision to fund. Once a project is approved, the IAF enters into a formal agreement with the prospective grantee that specifies the activities to be conducted, and the financial and administrative procedures to be followed. The Foundation requires financial and narrative reports on project activities every six months. In most cases, it also requires (and pays for) periodic audits by a local auditing firm. A Foundation representative or designee will visit the project site several times a year to monitor progress towards agreed-upon project goals and, in some cases, to arrange evaluations. All letters, proposals, and inquiries should be sent to:

Mitchell Denburg

At a meeting in San Bernardo de Viento, Colombia, members of a rice producers' association plan a budget, a necessary step in submitting a proposal for Foundation funding.

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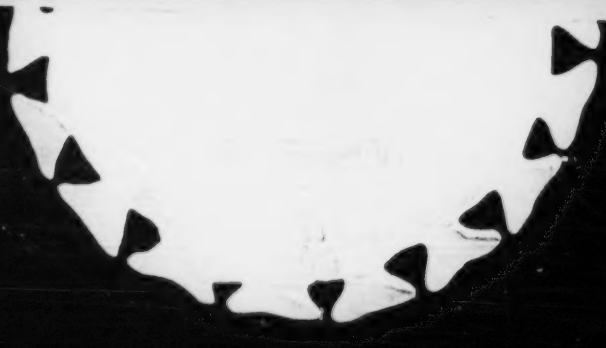

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